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AUGUST 4, 2001



GLUCKER



MURPHY



BRONFMAN

Showdown Looms Over Digital Music Licensing

BY BRIAN GARRITY

NEW YORK—As fall-launch target dates loom for a host of digital-music subscription offerings, a showdown over royalties appears to be brewing between the two major-label services in development—MusicNet and Pressplay—and songwriters and publishers.

It is now a question of who blinks first—and whether a lack of publishing and performance licenses can delay the launch of the new services.

Although both MusicNet and Pressplay, as well as a number of other services, are promising to roll out in the

(Continued on page 84)

Honky-Tonks Endangered

Developing Artists Suffer As Country Venues Close

BY RAY WADDELL

NASHVILLE—Once a vital cog in career development for acts ranging from George Jones to Garth Brooks, the hallowed honky-tonk has become an endangered species at a viable country-music venue.

Playing these rough-hewn roadhouses, some with chicken wire protecting performers from bottles and other debris, has been a rite of passage for coun-

try performers since the genre's earliest days. Honky-tonks were known for hard-drinking, hard-to-please clientele, and they were considered an important career steppingstone.

After morphing into cavernous line-dancing warehouse venues that occasionally hosted live music during the Urban Cowboy trend of

the 1980s and again during country

(Continued on page 81)



Chris Whitley Takes New Stand With ATO

BY BRADLEY BAMBARGER

NEW YORK—Like many a bluesman of yore, Chris Whitley has faced his share of demons—and stared at least most of them down. Since his still-revered Columbia debut of 10 years ago, *Living With the Law*, the Texas-born singer/guitar slinger has trod an utterly arduous, individual path, sometimes troubled but never betraying the rare talent and authentic spirit that has won him friends and fans far and wide—including well-placed figures from Bruce Springsteen and Keith Richards to Alanis Morissette and Dave Matthews.

Whitley could have been lost in the wilderness after parting ways with Sony in 1997 after three albums. Instead, the artist continued to tour the world solo, and he forged links with various indie enthusiasts, producing a lauded trio of back-to-basics



releases that solidified his fervent fan base, boosted his confidence, and bolstered his catalog. Now—in league with Dave Matthews and his ATO Records—Whitley has embarked upon the second stage of his career renaissance with *Rocket House*. Issued in early June, the album stands as both artistic epiphany and audience entreaty, as the age-old gut-bucket poetics of his solo shows shine in settings colored by contemporary studio sounds.

(Continued on page 82)



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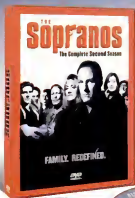
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Top Albums	ARTIST	ALBUM	PAGE
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	VARIOUS ARTISTS	<i>Totally Dance</i>	50
	JAZZ/CONTEMPORARY		
	VARIOUS ARTISTS	<i>Totally Dance</i>	50
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	JAZZ/CONTEMPORARY		
	VARIOUS ARTISTS	<i>Totally Dance</i>	50
	JAZZ/CONTEMPORARY		
	VARIOUS ARTISTS	<i>Totally Dance</i>	50
	JAZZ/CONTEMPORARY		
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	R&B		
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	CLASSICAL	
	DONNIE MCCLURKIN	<i>Live in London and More...</i>
	CLASSICAL	
	MOBY	<i>Play the DVD</i>
	CLASSICAL	
	BOB MARLEY & THE WAILERS	<i>One Love</i>
Unpublished	CLASSICAL	
	BOB MARLEY & THE WAILERS	<i>One Love</i>
	CLASSICAL	
	BOB MARLEY & THE WAILERS	<i>One Love</i>
	CLASSICAL	
	BOB MARLEY & THE WAILERS	<i>One Love</i>
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Chart Beat

by Fred Bronson

UH-OH, SISQÓ & DOMENICO: Radio may not have taken to Mariah Carey's "Loverboy," her first single for Virgin, but now consumers have spoken, and they have the last word. As if they were telling radio to go to hell, they have sent Carey's latest single into the chart record books.

"Loverboy" had a six-week struggle as an airplay-only track on The Billboard Hot 100, peaking at No. 55 and then falling back to No. 61, with a slight rebound last issue to No. 60. And that's how Carey makes it into the record books, taking the biggest leap to No. 2 in the history of the Hot 100. The 60-2 jump gives "Loverboy" a five-point edge over the previous record-holder.

It was exactly one year ago this issue that Sisqó enjoyed a 55-2 rocket ride with "Incomplete." When the follow-up to "Thug Song" made that move on the chart dated Aug. 5, 2000, it smashed a 42-year-old record set by Domenico Modugno. On the second Hot 100 ever published, the Italian crooner's "Nel Blu Dipinto Di Blu (Volare)" zoomed 54-2. The date was Aug. 11, 1958, so there is something about that summer month that sends records hurtling to No. 2.

Had Carey climbed just one rung higher, she would have set a different record, with the biggest leap to No. 1 in chart history. But "Loverboy" couldn't out-booby "Bootylicious" (Columbia), the fourth Destiny's Child single to reach the top. It's the other way around on Hot R&B/Hip-Hop Singles & Tracks, where "Loverboy" takes a

36-1 hike and "Bootylicious" settles for a 17-2 climb. On the R&B chart, "Loverboy" is credited to Carey and featured artists Da Brat and Ludacris. But on the Hot 100 side, the mix that gets the credit is the one featuring Carey with featured act Cameo. That means the soul/funk outfit has its biggest hit on the Hot 100, some 17 years and four months after debuting with "She's Strange." Until now, Cameo's biggest hit was the classic "Word Up," a No. 6 hit in 1986. As much as Carey wanted to hit No. 1, you can imagine how much Cameo would have appreciated topping this chart for the first time.

Back to "Bootylicious": The single marks the first No. 1 writing credit for Stevie Nicks (whose "Edge of Seventeen" is sampled) in 24 years. Her only other chart-topping credit was for Fleetwood Mac's "Dreams" in 1977.

MAJOR MINOR: By remaining No. 1 on The Billboard 200 for three weeks, Alicia Keys is the longest-running chart-topping female act of 2001. *Songs in a Minor* (1) beats out Aaliyah's eponymous Background set, which enters at No. 2. The only other female acts to top The Billboard 200 this year are Janet Jackson (one week with *All for You*) and Destiny's Child (two weeks with *Survivor*). Keys is the first female act to remain at No. 1 for at least three weeks since the end of 1999, when Celine Dion reigned for three weeks with *All the Way... A Decade of Song*.

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BACKSTREET BOYS • The Call [Neptunes remix w/ rap]
3LW • Playas Gon' Play
NELLY • Ride Wit Me [featuring CITY SPUD]
MYSTIKAL FEATURING NIVEA • Danger [Been So Long]
R. KELLY FEATURING JAY-Z • Fiesta Remix
EVE FEATURING GWEN STEFANI • Let Me Blow Ya Mind
CITY HIGH • What Would You Do
BRITNEY SPEARS • Don't Let Me Be The Last To Know
★NSYNC • This I Promise You
S CLUB 7 • Never Had A Dream Come True
LIFEHOUSE • Hanging By A Moment
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Island Def Jam Bolsters Rock Profile

Acquisition Of Roadrunner Strengthens Music Group's Position Within Genre

BY ED CHRISTMAN

NEW YORK—The Island Def Jam group's acquisition of Roadrunner (*Billboard Bulletin*, July 26) bolsters the label's presence in rock music while reinforcing its strength in brand marketing. Terms of the July 25 deal were not disclosed, but *Billboard* estimates that Island Def Jam paid \$33 million for a 50% interest in the 20-year-old, male, pre-eminent hard rock record label whose roster includes Slipknot, Nickelback, Sepultura, Type O Negative, Coxi Chamber, and Machine Head. Roadrunner had worldwide sales last year of about \$75 million, of which sales in volume came from U.S. sales.

Lyor Cohen, president of Island Def Jam, says that a key reason for the acquisition was to strengthen his company's position in rock music. With the Roadrunner acquisition, Island Def Jam's U.S. market share in hard rock jumps from 6.3% to 8.3%, as of July 22, according to SoundScan, and its alternative rock market share increases from 3.3% to 4.2%. Overall album market share for Island Def Jam goes to 5.82%,

when Roadrunner's 23% is added in. Roadrunner, however, will continue operating as a stand-alone entity, using its own marketing, sales, and radio promotion staffs to release records. Roadrunner has two big rockers slated in upcoming weeks: Slipknot, scheduled for Aug. 28, and Nickelback, due Sept. 11.

ROADRUNNER RECORDS

In buying Roadrunner, Island Def Jam beat out other would-be suitors, including RCA, Atlantic, and Columbia, according to sources. Roadrunner was supposedly placed on the block because the label needed about \$15 million to repay edel Music money it owes due to an aborted deal, which called for edel to receive a 17% stake in Roadrunner and a five-year extension to a distribution agreement with edel-owned Red Distribution. But Cees Weesels, Roadrunner founder and chairman, says that his differences with edel have been settled in a friendly fashion

that "allows Roadrunner to switch distribution 'immediately' to Island Def Jam's distributor/sister company, Universal Music & Video Distribution."

Weesels says, "The beauty of working with Island Def Jam, Lyor [Cohen] and Jim [Caprio, Island Def Jam chairman] is that they recognize the unique franchise of Roadrunner and they want to build on what I have done in the last 20 years."

Roadrunner's strength in hard rock is so profound that the label has established itself as a brand, similar to what Def Jam has accomplished in urban music, Cohen points out.

Although Roadrunner will remain independent, both sides see ways of working together to break records. "If Roadrunner needs assistance with certain radio formats or particular stations where we have stronger relationships, we would be there to help," Caprio says. "But Roadrunner would lead the charge on their records." Similarly, he says there might be opportunities for Roadrunner to help Island Def Jam with its baby alternative rock acts.

Visiting Artists To Face Rising U.S. Visa Charges

BY GORDON MASSON

LONDON—A row is brewing over changes to the system that enables non-American acts to work in the U.S.

Under old guidelines, acts visiting the U.S. for tours, promotional work, TV appearances, and the like were charged a basic \$110 per application. Since most acts employ lawyers or special visa services to secure their work permits, actual costs were often higher. But under new guidelines that came into force June 1, those hoping to obtain a visa in less than the normal 30-90 days will be charged \$1,000 on top of the standard fee.

Bob Tulipan, founder of the Traffic Control Group—which has offices in both New York and London—welcomes the change. "I don't think the [U.S.] government is trying to generate extra money. I think the reality here is that they are genuinely trying to help." Tulipan specializes in visa logistics for the entertainment business.

But Paul Birch, chairman of the British Phonographic Industry's international committee, voiced his anger. "The fact is that the U.K. is able to clear incoming work permits—not just for U.S. artists but for all of the world—absolutely free of charge within one week. The U.S. government charges you, but all they can promise is that it will be done within several weeks. This is a trade barrier, and I think it's some-

thing that the U.K. government needs to take up in Washington."

Birch is adamant that the U.S. stance is part of a concerted effort on the part of the U.S. government to prevent non-U.S. acts from gaining a foothold in their country. "America is trying to disable us, with whom they battle for world sales," he says. "This visa change is just one more mechanism to reduce our competitiveness, and it's very distressing."

Tulipan disagrees, noting that the \$1,000 fee—per application, not per person, he points out—will speed "premium processing" of visas to two weeks. He adds that acts can plan U.S. visits far enough in advance, the process is exactly the same as before.

"Some people believe that this will impact on small groups, but small groups technically don't qualify for the category," Tulipan tells *Billboard*. The thinking behind the new charge, he says, was that acts needing the quick turnaround should be earning a 20% share of the U.S. government contracts if they those acts want special treatment, they should be prepared to pay extra.

BPi's Birch is unconvinced: "There are far more American artists coming to the U.K. than there are British artists going abroad. The U.S. has twice as many of America and they have a 34% share here. If the British can do it for free, why can't the Americans?"



BIRCH

TBA Deal Marks Ongoing Consolidation Trend

BY RAY WADDELL

NASHVILLE—Management companies continue to consolidate, as TBA Entertainment conducts final negotiations to acquire Atlanta-based Alliance Artist Limited, management company for Styx, Survivor, and the Joe Satriani Band.

Charles Brusco, founder and president of Alliance, will join TBA as executive VP. Brusco will retain current clients and receive a broader corporate role within TBA. He will also continue to sign new clients for Alliance management division.

Brusco says the consolidation trend among management companies—evidenced by recent moves by the Firm and Robert Sillerman's cur-

rently stalled XFM roll-out—prompted him to analyze Alliance's opportunities. Talks began in February.

"There were a number of different deals getting done, and I became a believer that there would be some serious consolidation among management companies," Brusco says. "With my history of being involved in other areas of the business, particularly as promoter and talent buyer, TBA fit me very well."

TBA is a comprehensive entertainment company specializing in uniting the corporate and entertainment communities. Other clients include Brooks & Dunn, Chely Wright, Nine Days, Jaci Velasquez, 411m, and Point of Grace.

Market Watch

A Weekly National Music Sales Report

YEAR-TO-DATE OVERALL UNIT SALES				
	2001	2000		
Total	427,131,000	405,324,000	(+5.1%)	
Albums	394,875,000	384,176,000	(+2.7%)	
Singles	32,256,000	21,148,000	(+53.4%)	
YEAR-TO-DATE SALES BY ALBUM FORMAT				
	2001	2000		
CD	348,753,000	355,685,000	(-1.7%)	
Cassette	44,203,000	27,741,000	(+59.7%)	
Other	919,000	750,000	(+21.8%)	
OVERALL UNIT SALES				
	2001	2000		
This Week	14,277,000	14,555,000	-1.9%	
Last Week	13,718,000	13,718,000	0%	
Change	+4.1%			
ALBUM SALES				
	2001	2000		
This Week	13,232,000	13,447,000	-1.6%	
Last Week	12,974,000	12,974,000	0%	
Change	+2%			
SINGLES SALES				
	2001	2000		
This Week	1,045,000	1,108,000	-5.7%	
Last Week	744,000	744,000	0%	
Change	+40.5%			
TOTAL YTD ALBUM SALES BY STORE TYPE				
	2001	2000		
Chain	209,404,000	217,678,000	(-3.8%)	
Independent	55,386,000	63,193,000	(-12.3%)	
Mass Merchant	106,883,000	107,172,000	(-0.3%)	
Nontraditional	12,702,000	6,886,000	(+84.5%)	
TOTAL YTD ALBUM SALES BY CATALOG TYPE				
	2001	2000		
Current	240,195,000	260,325,000	(-7.7%)	
Catalog	144,038,000	134,549,000	(+7.1%)	
Deep Catalog	97,843,000	92,663,000	(+5.6%)	

Footnote: In calculating current market share, SoundScan counts only album sales that have occurred within the last 18 months of a title's release (as opposed to classical and jazz albums, except for titles that ship in the last 18 months of the album's release). In which case sales counts are based on current week's title title ship. The 100. Catalog market share counts are calculated by titles that have shipped in the last 18 months, except for classical and jazz albums, except for titles that ship in the last 18 months of the album's release. Data courtesy of Nielsen SoundScan. Copyright © 2001 Nielsen SoundScan.

Compiled from a national sample of retail store and track sales reports collected, compiled, and provided by Nielsen SoundScan.



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Simmons Urges Lieberman To Open Dialogue With Rap Artists

BY BILL HOLLAND

WASHINGTON, D.C.—Def Jam founder Russell Simmons was not formally invited to testify at a July 25 Senate Governmental Affairs Committee hearing on entertainment industry rating systems and how they work for parents. But Simmons attended the hearing anyway, and even managed to get the last word at the witness table.

With only minutes remaining in the four-hour hearing at which nine panelists testified, Simmons stood and asked chairman Joseph I. Lieberman, D-Conn., if he could make some comments. Lieberman agreed.

Simmons said he felt it was important and necessary for lawmakers con-

templating reforms of ratings and violent lyrics to meet with rap and hip-hop artists. Through discussion, he said, legislators could try to understand how social reality influences those musical genres, which often contain profane and violent lyrics and end up with parental advisory stickers.

Simmons said that rap music leaders understand the concerns of parents and are "having dialogues about our responsibilities." One result: Parents can use the Web to check out lyrics. "About 70% of our lyrics are posted on our [artists'] Web sites."

Simmons continued: "We are working very hard to make sure that everyone understands what they're buying."



Pointing out that most rap record buyers are white, he said that despite the profanities, "the plight of the kids who live in Compton [Calif.] is a lot clearer now to the kids in Beverly Hills."

Simmons also said he was concerned about what he termed "racial profiling" in last September's Federal Trade Commission (FTC) report on marketing violence to children, where 23 of the 27 recordings flagged were rap records by black artists. "People work very hard to have integrity and honesty in their lyrics. The real issue is how to address the suffering in these communities."

In his impromptu talk, Simmons did not attempt to explain the misogynistic, racially bigoted, or anti-gay

themes of some rap lyrics.

Hilary Rosen, president/CEO of the Recording Industry Assn. of America (RIAA), acknowledged Simmons' desire to speak before giving her testimony, which centered on RIAA parental advisory program updates announced July 24, following a July 20 House hearing on the issue that was critical of the record industry, as well as of Rosen herself.

The RIAA plans to distribute a brochure about the parental advisory labels to U.S. schools; to update existing retailer counterpoint displays and posters with the Web address parentaladvisory.org, which contains information about the advisory program; and to create a TV- and radio-based public service announcement about the program, featuring Quincy Jones. But, the new programs do not include any requested changes to add content or age modifications to the sticker.

Rosen also said that major labels are exploring the use of filters for upcoming online services "that will enable parents to block music identified by the parental advisory label if they choose to do so." She also reiterated the industry position that it is nearly impossible to have a music-oriented content warning. "Words are difficult to characterize. We do not attempt to dictate to parents whether that [advisory]

information makes a product appropriate or inappropriate for any one age group."

Lieberman told *Billboard* after the hearing that the RIAA updates "are a good start. I've been dealing with this issue for so long. I sometimes get frustrated, but changes are happening, incremental changes. They add up. We'll get there." He is the principal sponsor of a bill that would force the FTC to prosecute companies depicting marketing violent products to children.

At the July 20 House Telecommunications Subcommittee, Rosen's testimony did not go over well with Republican lawmakers. Committee chairman Fred Upton, R-Mich., said he was "deeply troubled" by the record industry's inaction to reform its parental advisory system.

Rep. Barbara Cubin, R-Wyo., asked Rosen to read a portion of the lyric to white rapper Eminem's "Kill You." Rosen refused. "When you hear the words about raping your mother or killing your mother," Cubin said, "I think that the industry should be embarrassed that it's award-winning entertainment."

The FTC plans to issue a second, more comprehensive report on industry marketing practices in the fall, including an undercover shopping survey and detailed information of marketing plans initiated since the original report.

Executive Turntable



RECORD COMPANIES: Milan Entertainment promotes Keith Warner to president/COO of the U.S. office and Michelle Denton to VP/COO of the U.S. office in Los Angeles. Milan Entertainment also names Rene Klassen director of sales, Ianthe Zeos creative director, and Heather Long marketing manager in L.A. They were, respectively, head of the business and legal affairs department, director of finance and royalties, VP of sales and marketing for Snapper Music, sales and retail marketing coordinator for DreamWorks Records, and director of marketing, promotions, and public relations for Zeros and Ones Entertainment.

Larry Offset is named CFO/COO for both Koch International and Koch Entertainment in Port Washington, N.Y. He was VP of operations and administration for PolyGram Holding.

Tim Delaney is named senior VP of international marketing for J Records in New York. He was GM of Arista-U.K.

Lorena Lopes is promoted to VP of operations for Columbia Records in New York. She was senior director of operations.

Glenn Manko is named VP of Majera Entertainment Group in Wynnewood, Penn. He is also president of Bossa Records.

Petra Mikutta is named VP of corporate communications for

BMG Entertainment in New York. She was a journalist.

Carolyn Thornton is named head of production and label relations for Prestigio Recordings in New York. She was an artist manager for AM-PM Entertainment Concepts.

Vanessa Parker-Davis is named senior director of media and public relations for Capital Records in Nashville. She was director of media relations for Atlantic Records.

Kavi Ohr is promoted to director of A&R for Virgin Records America in Beverly Hills, Calif. He was an assistant in A&R.

Michael J. Newman Jr. is promoted to director of business and legal affairs for Arista Records in New York. He was associate director of business and legal affairs.

Brandon Squar is named director of online marketing for Island Records in New York. He was associate director of online grass-roots marketing for the Universal Music Group.

Chris Walch is promoted to national manager of single sales and marketplace analysis for Island Def Jam Music Group in New York. He was sales assistant to Mitch Imber.

Glenn Noblit is named national program manager for Lost Highway Records in Nashville. He was director of national promotion for Young-Isen & Associates.

Plug.In Reveals Digital Music Riffs

Obstacles May Stall Launches, Prevent Cooperation Between Online Services

BY MATTHEW BENZ

NEW YORK—The annual Plug.In conference provided more details about the digital-music offerings due soon from the major labels and other firms. But it also exposed a rift between MusicNet (backed by BMG, EMI, Warner Music, and RealNetworks) and Pressplay (Sony and Universal) that, for now, appears to prevent the two from teaming up.

The conference, held July 23-24 in New York, was presented for the sixth year by research firm Jupiter Media Metrix in association with *Billboard*.

The sole artist's perspective on digital music services was offered on the first morning by Alanis Morissette. In introducing her, *Billboard* editor in chief Timothy White recalled copyright crusader (and musician) Noah Webster, noting that today, the "fundamental civil and creative rights" for which Webster fought "must be defended more vigorously than ever."

Morissette decimated the music industry's co-opting of the digital-music space, which she said was once a promising forum for undervalued artists: "The options for these artists are becoming as limited as they were under the old paradigm. I believe that we have reached a point where legislative solutions have become necessary to acknowledge and protect our interests as artists."

In the meantime, the major labels continue reading their digital-music



services for late summer debuts. Speaking the day after Morissette, Vivendi Universal vice chairman Edgard Bronfman offered a firm launch date of the first half of September for Pressplay. But neither Bronfman, nor representatives of MusicNet and Napster (which is also planning a legitimate music service), indicated any progress toward securing licenses from music publishers, which they must do prior to launching. (See story, page 1).

In a panel on legislation and digital rights, Digital Media Assn. executive director Jonathan Potter and Recording Industry Assn. of America (RIAA) senior VP of government relations legislative counsel Mitch Glazier confirmed talks on "common interests." But they also said there is no deal as yet to jointly support a proposed bill

to amend the Digital Millennium Copyright Act. Glazier said: "It's very difficult to anticipate through legislation how to cure a marketplace that hasn't finished developing yet."

Bronfman noted that the labels behind Pressplay will let their services' pricing, while MusicNet will let the retailers decide whom it licenses its service to set their own prices. "Until we can sort out those two fundamentally different approaches to distributing music," Bronfman said, he—like Rob Glaser, CEO of RealNetworks and interim CEO of MusicNet—acknowledged that cross-licensing deals between the two services won't happen.

Meanwhile, Glazier announced that Zomba has agreed to license its content to MusicNet and has also made an agreement with whom it licenses its service, not its own prices. "Until we can sort out those two fundamentally different approaches to distributing music," Bronfman said, he—like Rob Glaser, CEO of RealNetworks and interim CEO of MusicNet—acknowledged that cross-licensing deals between the two services won't happen.

Meanwhile, Napster is currently being shut down. Hilbers said the file-sharing service—which once boasted 70 million users—is far from dead. "We need to get the monster going before the consumers go somewhere else where you can't capture them anymore."

...Breaking News Daily.....

HMV Revamps In U.S. Under Stuart Fleming

HMV North America has restructured its U.S. arm. **Bulletin** has learned. Stuart Fleming, formerly director of purchasing, has been named director of HMV U.S., overseeing all business in the country. He continues to report to HMV U.S. VP/GM Lesya

Bebel To Join Schuon Atop Duet

Look for Mike Bebel, executive VP of business development at Universal Music Group's eLabs, to be named today as COO of Duet, UMG's joint venture with Sony Music. Bebel will work closely with Andy Schuon, the president/

Klein To Exit Reprise Helm; No Replacement Is Seen

Reprise Records president Howie Klein is to resign this week, he confirms to **Bulletin**. Klein's departure is in part the result of the ongoing Warner Music Group restructuring brought on by Time Warner's merger with AOL last year, sources say. His title is to be eliminated; Reprise staffers will report to Quatararo, president of Warner Bros. Records Inc. Klein, who is expected to continue to work for the company as a consultant, has been Reprise's president for six years. —*Wes O*

Hilbers Splits BMG; Smellie Up For Post?

Konrad Hilbers, who was named executive VP/chief administrative officer for BMG Entertainment in January, resigned unexpectedly over the weekend, **Bulletin** has learned. Sydney-based Michael Smellie, senior VP, BMG Asia Pacific, is rumored as a possible replacement. BMG comment. who preceded as exec

MTV.com Plans Overhaul

MTV.com expects to undergo a massive relaunch this summer, sources say. "The relaunch will be total: not a single page from the old MTV.com will be the same after the new MTV.com is launched," says one source. "The goal is to make MTV.com the most technologically innovative Web site from any major media brand." The relaunch will include advanced technology and added elements for instant messaging communities. The relaunch will be a motivational initiative that began at MTV2 and MTV.com.

Zomba Nixes BMG Distrib Deal In Canada

Zomba has terminated its distribution deal with BMG for Canada, according to a source. Zomba, parent of Jive

SNEP's Lumbroso Leaving Prez Post

Marc Lumbroso is stepping down as president of French industry body SNEP after just one year on the job. No reasons were given. **Bulletin** has learned his successor is likely to be BMG France

U.K. Indie Labels Planning 'Radical' New Sales Chart

Britain's independent labels are planning to launch their own chart later this year. The Assn. of Independent Music's (AIM) business development committee is "still very much in the consultation process" as to the chart, according to chairman/CEO Alison Wenham, but is likely to launch the sales-based system—complete with sponsor—in September.

Wenham tells **Bulletin** that the "radical" concept may be a multi-format chart to cover the diversity of AIM's members. "Music comes in various different outlets to the consumer now: days—singles, albums, EPs, vinyl—and we want to reflect the diversity and all the different genres and areas of the

Abramoff Leaves Liquid Audio Japan

Alex Abramoff is resigning as president of Tokyo-based Liquid Audio Japan (LAJ). Abramoff, formerly president/CEO of Mercury Music Entertainment, has been president of LAJ since September 2000. His resignation will take effect when LAJ holds a board meeting to choose a replacement.

Abramoff tells **Bulletin** he has completed the unexpected "cleanup work" that was required at LAJ, and that it's time for a new team to help the company "start building up its own business."

Tipped to replace Abramoff is Chiaki Konagi, currently an LAJ director, while Chris Park, Liquid Audio America VP in charge of Asia

Andy Gershon Gets V2 President Stripes

Look for Andy Gershon to be named president of New York-based V2 Records on Monday. He will replace Richard Sanders, who is moving to RCA Records. Gershon, 36, will take over the now-defunct Recording

Sources: Edel Putting RED On The Block

RED Distribution is being shopped by edel Music, sources say. Hamburg-based edel bought 80% of RED from Sony Music Entertainment in October 1999, paying \$75 million. Edel chairman/CEO Michael Haentjes says talk that RED is up for sale is "not true. We have said we are going to sell non-core assets, but RED is a core asset." However, executives at two of the majors confirm to **Bulletin** that edel has approached them to determine if they have any interest in buying

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Gillian Welch Goes Back In 'Time' On Acony Disc

BY JIM BESSMAN

Gillian Welch's third solo album, *Time (The Revelator)*—due July 31 from her new DNA-distributed label Acony Records—comes at an auspicious time for the lauded Americana artist.

Welch is still basking in the glow of her hit part in the hit film *O Brother, Where Art Thou?*, as well as major roles on both the film's Mercury Nashville soundtrack and the just-released *Lost Highway* set *Down From the Mountain—Live Concert Performances by the Artists and Musicians of O Brother, Where Art Thou?*

Acony has also recently reissued Welch's two Acony Records solo albums, *Revival!* (1996) and *Hell Among the Yearlings* ('98). And she has been featured in a number of albums on Vanguard, including a soundtrack to the film *Songcatcher* and the new compilation *Academy Blues: A Tribute to the Music of Mississippi John Hurt*.

The title of Welch's new album is obviously derived from the old gospel-blues standard "John the Revelator," made famous by the likes of Delta bluesman Son House. Welch says that she "picked up the word 'revelator' and reappplied it," but the Acony Music (BMI) writer is reluctant to reveal too much more about her new songs. "I want people to hear what-where they want to hear, which is why there are no printed lyrics included: There are a lot of words on this album, but they shouldn't be read—just heard. The meaning has to do with the way they sound."

Sonically, *Time (The Revelator)* reflects the production values of Welch's long-time partner David Rawlings, as well as the musicianship of the duo—the album's sole players. "It just seemed like it was time to take full responsibility," says Welch, whose previous albums were produced by T-Bone Burnett (producer of *O Brother, Where Art Thou?*), but she adds that the duo's work has been modest: "We wanted to get the stuff on tape the way we know how to play."

Welch and Rawlings recorded the disc at the historic RCA Studio B in Nashville. "It's a good thing we finished it before visiting the new [Country Music Hall of Fame] Muse-

um, because it was completely overwhelming to walk in and hear it right in our faces how instrumental that room has been in the history of country music," Welch says. She adds that she witnessed no studio "ghosts," but that one of the many legends who worked in the room does reappear on one of the album's key songs—"Elvis Presley Blues."

"I had all these mythical figures in my head and kept recombining different scenarios—the Titanic, Abe Lincoln, Elvis Presley, John Henry," Welch says. The song links "Elvis the

tragic hero with John Henry, who was luckier in that he didn't have to live through his obsolescence." The Titanic began sinking the same date Lincoln was assassinated, she adds, and both events are commemorated in a pair of new songs.

Pam Hughes, GM for the Nashville-based Acony, says a documentary devoted to the making of *Time (The Revelator)* has been lensed in hopes of a TV showing. "It shows people making music in a very traditional way, with no fuss or Pro Tools, in a studio with so much history."

The Studio B setting has attracted Diesel 101 recording artist Laura Cantrell, who also hosts the *Radio Thrillseeker* country show on Jersey City, N.J., free-form station WFUM. "I used to be a tour guide here and always imagined what it would be like to make a record in it," Cantrell says. "Gillian has such an awareness of country and really used that space to vibrate up the music."

Andy Sibary, music buyer for Borders Books & Music, says "the sky's the limit" regarding the album's retail potential. In that "her music reaches out to everybody—and she's one of our favorite artists to work with."

For radio, Acony is servicing the disc to album-oriented formats, including triple A, Americana, and public/collage stations. The label has also placed ads in roots-music and lifestyle publications. The new programming VP for Entertainment Radio, "It's a great combination of style and substance, and the talent is evident from beginning to end. I never go out there and wish for a CD as a personal sound I particularly like, but that CD has been a personal favorite in my collection—and I don't even vote [in the Grammys]."

Universal's Juanes Gets His Feet Wet

BY LELA COBO

MIAMI—The day before the Latin Grammy nominations were announced, Juan Esteban Aristizábal—better known as Juanes—arrived in Miami from his home in Bogotá, Colombia, carrying only a gym bag and his guitar. He had been urged to attend the July 17 Grammy nomination press conference, but he was leery about doing so.

"I kept asking them, 'Why do I have to go?' Juanes says. "What if they don't call my name? I'll just stand there like a fool."

Juanes had reason to be concerned. His solo debut album, *Piñate Bien* (Surco/Universal), was a critic's favorite but hadn't sold 100,000 units worldwide since its release last October. In the U.S., it had sold only 20,000 copies.

But management insisted that Juanes appear. So he bought a \$12 T-shirt, and that evening, he washed the only shoes he had brought with him.

The next day, his shoes still wet, Juanes' jaw dropped in disbelief as his name was called for seven nominations, more than any other artist. "I walked down," he says, "and someone told me, 'Remember this day. It's the day you become a star.'"

Juanes' stardom has already begun with the kind of media blitz only seven Grammy nominations can generate.

His momentum is enough, he has a relative unknown managed that number of nods in the first place.

The answer lies in a slow, steady promotional campaign whose main thrust was to establish Juanes as "an act that had mainstream appeal and credibility," in the words of Robbie Lear, director of Latin artist marketing for Universal Music, Latin America.

Juanes was helped by his stature as the lead singer for Colombian rock group Ekhymosis, because he had gained a certain reputation among rock connoisseurs during the past 10 years, even if his band hadn't transcended Colombia.

But Juanes' greatest asset was his album. "The CD spoke for itself," says Lear, but that CD has been a personal favorite in my collection—and I don't even vote [in the Grammys]."

Through his Superestrella stations,

Montana supported Juanes' first two singles. But most Latin stations—with their marked aversion to pop/rock—never put him on the air. Still, he managed to establish a solid following among key people in the industry.

And for many of these people, Juanes' music—a blend of pop, rock, and Colombian folk that has commercial appeal and incisive, socially conscious lyrics—represented the direction they felt Latin rock and pop would and should take. This, coupled with the singer/songwriter's endearing personality, made for a powerful combination.

"I first heard the album because someone put it on my desk," says Mauricio Abaroa, former executive

work labeled him a "recommended" artist when *Piñate Bien* was released.)

"You can't keep a good record and a good artist down," says Marya Meyer, VP of artist management at Universal Music, Latin America. "We were convinced that this record and this artist will sell over the midterm and, especially, over the long term. And his body of work is going to be so strong, that this will be a strong catalyst record for the rest of his career."

For all the good intentions, Juanes' marketing was, and still is, fraught with the problems that are typical for new alternative Latin acts here. If "*Piñate Bien*," the single, got on radio, then *Piñate Bien*, the album, was often

absent from big retail stores. (On the week following the nominations, the album reportedly wasn't on shelves at the Times Square Virgin Megastore in New York.)

Still, Martinez kept sending his artist to gigs and radio stations in Mexico and Central America, where he would play live for programmers with his guitar. So by the time the Latin Grammys voting process occurred, the artist, the album, and its producer—Gustavo Santaolalla—were known to most cognoscenti. This

was important, because while all LARAs—artists who make it to semi-finalists, a nominating committee of experts determines the five finalists from that list.

"They listened to [*Piñate Bien*], and they thought it was excellent," says Enrique Fernández, senior vice-president director of LARAS. "And this is the judgment of very well-informed people, and that's how it went."

And so, the day the nominees were announced, a man with relatively few sales garnered the most acclaim. "He was the 'smallest' one," Martinez says, "but he had the music."

Since the Grammy nominations came out, sales of *Piñate Bien* have jumped—Trans World Entertainment reports sales having quadrupled—but not enough to make it to the Billboard Latin 50. Still, with Juanes scheduled to be on the Watcha tour and likely to perform at the Latin Grammys, rising sales seem inevitable.

"We haven't mis-marketed Juanes and made frivolous mistakes," Meyer says. "We've done the right thing, and we think over time, we're all going to win."



WELCH



JUANES

The Crystal Method Keeps Busy

Weiland, Rage's Morello, Others Guest On New Geffen/Interscope Set

BY JULIE TARASKA

Who says you can't be all things to all people? Not the Crystal Method. The Los Angeles-based duo has heated its cauldron of rock, hip-hop, and electronica alongside Limp Bizkit on the Family Values tour, then backed up Orbital on the rave-centric Community Service outing. The group continues to fuse genres—and defy expectations—on its sophomore effort, *Weekend* (Geffen/Interscope, July 31).

Compared with the act's 1997 album, *Vegas*, which peaked at No. 92 on *The Billboard* 200, the new set offers harder beats, more muscular rhythms, and a rockier edge. Credit part of the evolution to the disc's numerous contributors, among them Rage Against the Machine's Tom Morello (who plays guitar on two tracks and co-produces three); Stone Temple Pilots' Scott Weiland (who adds guitar and vocal parts to "Murder"); Beck accompanist DJ Swamp (whose scratches on the first single, "Name of the Game," No. 24 this week on *Modern Rock Tracks*); and Fiona Apple producer Jon Brion (who adds Wurliator and vocal parts to "Over the Line").

According to Method man Scott Kirkland, most of the pairings were serendipitous—tour buddies, old friends, and people that the duo heard were fans. "We really didn't go in with a plan," he says, mentioning the act's previous collaboration with Filter. "I can't you Trip Like I Do." We'll just start working

on ideas, and things happened."

"You can tell why it took us so long [to make this second set]," jokes partner Ken Jordan. "We have no direction."



THE CRYSTAL METHOD

But that's hardly the case. Like Mob, the band has survived the ebbs and flow of electronica's popularity by ignoring trends and consciously seeking alternative outlets for its music, including PlayStation games (*Nitrous Oxide*), film soundtracks (*Spun*, *South Park*, *Lost in Space*), and TV commercials (the Gap). The strategy has paid off, winning the group a broad fan base. "We've never been strictly a dance act," Jordan explains. "People who like [modern] rock generally like our sound, too."

Geffen is utilizing similarly unconventional means to market *Weekend*. One tenet of the campaign is a breakdancing, BMX-riding character called "Nosey," whose face consists of a huge pair of nostrils. Nosey stars in the "Name of the Game" video, which debuted June 28 on MTV2, and will be used throughout the campaign.

Nosey "is such a genius thing," says Geffen president/Flip Records founder Jordan Schur. "He showed up at the [Records & Retail] convention, and he's going to be appearing at a lot of cool

places, including TV events and radio stations. We've also made Nosey belt buckles, a Nosey mask...it's insane."

Schur says the label will begin marketing *Weekend* with release parties in 20-25 markets. The first 200,000 copies of the album will have a special bar code allowing purchasers to access free downloads from the redesigned Crystal Method Web site (thecrystalmethod.com).

"It's a cool promotion for an act that's always been ahead of the curve on all possible levels," notes Marlon Cretan, manager of San Francisco's independent Record Kitchen.

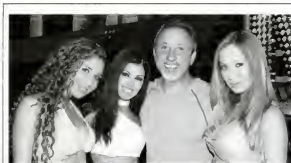
On the multimedia front, Sony will use an as-yet-undecided track from the album for the opening theme of a new PlayStation game. Details are still being worked out, but Schur assures that "it definitely is happening."

Fans will get to see the band live on its 7-Day Weekend tour, a two-month-long jaunt that begins Aug. 4 in Seattle. Numerous radio station-sponsored concerts are on the itinerary, as well as a pair of dates at the U.K. Festival Creamfields. All performances will be filmed for a weekly diary that will be posted at indie movie site film.com.

Despite the thoroughness of the label's marketing plans, there is one strategy that it will not use: capitalizing on the album's guest stars as selling points. "I want to be true to this band," Schur says. "They've got a lot of amazing people on this record, but it really is about them."

Noting that *Vegas* has moved 826,000 copies, he adds, "Their time has come. Scott and Ken are not super-serious about anything, except the music they do."

The group is managed by Richard Bishop at New York-based 3 Artists Management, and is booked by Sam Kirby at Evolution in New York.



Miami's Finest. Emilio Estevez Jr. recently directed the videoclip for "I'm the Only One," the first single by MSM, a next-generation version of Miami Sound Machine. The act has completed work on its first album, due on Crescent Moon/Epic in early 2002. "I'm the Only One" is a hit radio hit. Left: Estevez. Pictured on the Miami set of the video, from left, are group members Lorena Pinot and Sohanny Gross, Estevez, and group member Carla Ramirez.

In The Works

- International pop siren Kylie Minogue will issue a new single, "Outta My Head," in September. The club-oriented track previews an as-yet-untitled album due on Parlophone in November. The set follows her successful 2000 project, *Light Years*. Still no word on a State-side home for the artist.

- Former Tears for Fears frontman Roland Orzabal has completed his first solo recording, *Tomcats Screaming Outside*, due in September on Gold Circle Records.

- Elektra singer/tunesmith Alana Davis follows her widely praised 1997 debut, *Blame It on Me*, with the Oct. 2 release of *Fortune Cookies*. Among the set's highlights is the Neptune-produced jam "Bye Bye (aka My Life)."

The Beat

by Melinda Newman

PEARL DROPS: The bad news is that the Pearl Jam hit collection Epic tentatively had slated for an October release has been taken off the schedule. The good news is that, according to the label, is that the band has instead decided to return to the studio in February to work on a new album.

Lead singer Eddie Vedder will take part in the upcoming alternative music festival All Tomorrow's Parties, to be held Oct. 19-21 at the University of California Los Angeles. Curated by Sonic Youth, the event will also feature the Jon Spencer Blues Explosion, Stereolab, Stephen Malkmus, and Cecil Taylor. All Tomorrow's Parties

will begin in London; this marks the first State-side edition.

COMING ROUND

AGAIN: David Cassidy will release his first album on a major label in 11 years this October when Universal Records U.K. puts out *Then and Now*. Cassidy, who is now signed to Universal worldwide, says a U.S. release has not yet been secured, but he's hoping for a 2002 release.

"We're going to meet with Universal's [U.S. team], when I deliver the CD in about six weeks," says Cassidy from London, where he's completing the project. "But I'm sure what they're going to say is 'Let's see what it does in the U.K. and the rest of the world.' Whether they'll be committed to it depends upon who's there at the moment they get it."

Cassidy's last album, *Old Dog New Trick*, came out on his own label, *Shamajama*. In 1998, it featured the track "No Bridge I Wouldn't Cross," which reached No. 23 on the Adult Contemporary chart. Prior to that was 1993's *David Cassidy*, released on Enigma Records. Hit single "Lyn" to Myself" was No. 27 on *The Billboard* Hot 100 when the Capitol-distributed label folded.

After that disappointment, Cassidy focused on the stage, including stints in *Joseph and the Amazing Technicolor Dreamcoat* and *Blood Brothers* on Broadway with his brother Shaun.

In the mid-'90s, Cassidy replaced Michael Crawford in the Las Vegas show *EXTRA*. His success there led to two other Vegas shows, *At the Copa* (with Sheena Easton), in which he performed as well as produced, and *The Rat Pack Is Back*, which he produced.

It was during *At the Copa*'s run that

Universal came calling. "They came to see the show eight or nine months ago," Cassidy says. "They said, 'No one has your material in the U.K.,' and I said, 'We can do something about that.' The album will consist of new material that Cassidy has written (in some cases, with his wife, songwriter Sue Shiffrin), his take on some classic tunes, such as Bill Withers' "Ain't No Sunshine," and remakes of some Partridge Family songs.

Cassidy is on his first U.S. tour in 10 years and will play more than 50 dates before the current leg ends in the fall. He plans to tour England in November and possibly follow with his first Far East tour in 25 years.

His U.S. dates included a July 21 show at Los Angeles' Greek Theatre that left him glowing. "The audience wasn't jaded at all; they were overtly enthusiastic. I just wanted to go out and play and have a great time and celebrate the fact that I've been doing this for 30 years. I love that they were so open."

ALL ACCESS: Dick Clark Productions (DCP) has launched a new record label, Access Records, with the signing of Russian pop group Na-Na! The Los Angeles-based label, which is still lining up distribution, will be run by president Larry Klein, who also serves as producer of a number of DCP's properties, including *The American Music Awards*. Partnered with DCF in the new label are Edward J. Fishman of Fishman-Preer Productions and Tristan Shaun Del, co-founder of USSU Arts Group, which focuses on exposing Russian artists to an international audience. Na-Na!'s album is slated for release next year.

CHANGES: Columbia act Evan & Jaron have parted ways with Direct Management. Maverick Records laid off 10% of its 60-person, Beverly Hills, Calif.-based work force July 19. Among those let go are president Bill Bennett, head of sales Tegra Little, and publicity head Kymber Britton. Sales will now be handled by Warner Bros. (which owns 50% of Maverick), while publicity will be outsourced. Maverick partner and head of business affairs Ronnie Dashev says the label roster remains intact and that Maverick's 10-person field staff was not affected by the layoffs.

Career Drama Builds For Moyo's Bilal

BY RASHAUN HALL

Before a packed house at New York's S.O.B.'s, Bilal recently collapsed while performing, only to disappear moments later.

The singer's sudden collapse and exit concerned all in attendance, including his band. After a few minutes, though, he returned to the stage. With a sly smile, the 20-year-old singer cracked a joke and resumed the show. It's just another moment in a long day of promotion for his debut, *First Born Second* (Moyo/Interscope, July 31).

Like many R&B singers, Bilal started performing by singing gospel music in church. A graduate of Philadelphia's School of Performing Arts, he soon longed for more. He packed his bags and headed for New York, where he enrolled in the Mannes Conservatory of Music. It was there that he met the Spin Doctors' Aaron Comess and began demoing songs.

"I got signed pretty much the same way I met Ahmir [aka Questlove of the Roots] and Q-Tip—word-of-mouth," Bilal says. "We only made two copies of my demo originally. People just began to make copies. Next thing you know,

we've got labels calling us."

The inspiration for many of the songs on *First Born Second* (which are published by Jazzen/Moyo Music, ASCAP), were based purely



on emotion. "I was in the vibe completely when I did it," Bilal says of the 17-track set. "I recorded a lot of songs for the album, but these songs are concentrated, special songs."

As for the album's title, Bilal, a second child himself, explains, "When I speak of 'second child,' I was speaking of second-class citizens as a whole—those people who are often forgotten. [With the title track], I was definitely focusing on the black experience specifically."

Managed and booked by Qualiff Jackson for the New York-based Brooklyn Entertainment Group, Bilal toured with Erykah Badu and Common earlier this year. "That was like a trip with the family—we had fun every night," he says of the outing.

Using his unique stage show to gain fans, Bilal recently wrapped a four-week promotional tour. He begins an international promo tour in August, which will include stops in the U.K., Amsterdam, France, and Japan. According to Interscope director of marketing Robert Caiatta, interest from abroad has been encouraging.

The U.K. has dubbed him the savior of soul. "He has had equal success in Amsterdam and Japan. Every market he touches, he leaves something behind."

Some retailers also believe that Bilal has the potential to rise above the competitive pack of new artists. "This is a project that's smarter than most, and that instantly elevates him," says Jay Rodriguez, who runs the New York indie Dice Records. "It's a substantial album—it has the potential to be among this year's more important R&B records."

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Dulmonion is Project Pitchfork's latest release, which features the rock-industrial hit single Timelicker.



Selling over a quarter of a million copies in Europe, Wolfshiem Spectators is now finally available in the US.



info: www.metropolis-records.com



The Ghost of Elvin Key is the new solo album from Elvin Key (of Skinny Puppy fame), which includes the track Froren Sky sung by Ogre.



Live Just For Love is the fully uninterrupted live, available set recorded at the El Rey Theatre during the Just For Love Tour featuring Peter D'Simpson on guitar.

AUGUST 4
2001amusement
businessBoxscore Top 10
Concert Grosses

ARTIST(S)	VENUE/ DATE	GROSS/ DATE (WEEK)	ATTENDANCE/ CAPACITY	PROMOTER
DAVE MATTHEWS BAND, ANGELIQUE KIDJO, BUDDY GUY	Sullivan Field, Chicago July 6-7	\$4,834,864 \$65.85	103,975 260,500/260	Clear Channel Entertainment
'N SYNC, DANTE THOMAS, MEREDITH EDWARDS, EDEN'S CRUSH	Texas Stadium, Irving, Texas July 6	\$2,374,325 \$65.50/\$10	44,564 44,564	Clear Channel Entertainment
'N SYNC, DANTE THOMAS, EDEN'S CRUSH, LI: ROMEO	Reliant Astrodome, Houston July 6	\$2,328,582 \$65.50/\$10	44,116 45,144	Clear Channel Entertainment
'N SYNC	Arrowhead Stadium, Kansas City, Mo. July 10	\$2,167,135 \$65.50/\$25.50	40,863 53,143	Clear Channel Entertainment
'N SYNC	TransWorld Dome, St. Louis July 2	\$1,708,637 \$65.50/\$25.50	31,700 40,000	Clear Channel Entertainment
DAVE MATTHEWS BAND, WYCLIFF JEAN, ANGELIQUE KIDJO	Texas Stadium, Irving, Texas July 15	\$1,519,689 \$60.10	32,343 40,000	Clear Channel Entertainment
'N SYNC, SAMANTHA MUMBA, DANTE THOMAS, EDEN'S CRUSH	Wor Memorial Stadium, Little Rock, Ark. July 4	\$1,517,261 \$65.50/\$21.50	31,062 41,126	Clear Channel Entertainment
ROD STEWART	PNC Bank Arts Center, Hoboken, N.J. July 11	\$1,220,860 \$127.25/\$22	18,291 18,000	Clear Channel Entertainment
AEROSMITH, FUEL	Tweeter Center, Tinley Park, Ill. July 5	\$1,118,710 \$75/\$20	24,236 26,569	Clear Channel Entertainment
ERIC CLAPTON, DOYLE BRAMHAL II & SMOKESTACK	Kool Energy Center, Ft. Worth, Texas July 17	\$1,071,321 \$66.50/\$38	16,007 16,000	Jam Prods., Crossroads at Antiques

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Super Furry Animals Storm U.K.
Epic Issues CD/DVD Titles Simultaneously

BY TROY CARPENTER

Super Furry Animals (SFA) are an imaginative bunch.

After all, there aren't many pop bands that will release six albums in two different languages, tour the European festival circuit in a techno-blaring tent, and issue a complete "visual album" on DVD.

The Welsh band adds the latter item to its résumé with the release of its Epic debut, *Rings Around the World*, simultaneously on DVD and 5.1 surround-sound CD in the U.K., Europe, and Asia.

Upon wrapping production on the project in January, the group commissioned several indie filmmakers to create visual representations of its 13 songs, filling out

the rest of the DVD with bonus cuts, remixes, and assorted SFA extras.

"We wanted to make something cinematic," lead singer/guitarist Gruff Rhys explains. "We've been doing a lot of our shows in surround sound over the past three years, so we

felt we should mix the next album like that. Then we made the DVD: a chance for us to indulge in all our listening fantasies."

Nominated for the U.K.'s Mercury Music Prize, *Rings Around the World* has yet to find a label in the U.S., but it's high on Epic's priority list abroad.

"To work with bands like [SFA] these days, to be perfectly honest, is a rarity," Sony U.K. chairman/CEO Rob Stringer says. "They've got more ideas than most bands. On this record, I think they've focused them better than they ever have."

Rhys concedes that first single "Juxtapozed With U," a sexually charged electro-anthem, is one of the most uplifting songs he's ever written. The track is having early success on both BBC Radio 1 and Radio 2, covering both 16-24 and 30-plus age demographics.

The rest of the fare on *Rings Around the World* ranges from calm, meditative opener "Alternate Route to Vulcan Street" and the soaring orchestral pop of "Shoot Doris Day" to the inscrutable centerpiece "No Sympathy," a seven-minute adventure that begins as a gentle acoustic ballad and ends in a full-scale techno freestyle. Further, there's the catchy but equally convoluted "Receptacle for the Respectable"—which features Paul McCartney, who lends his rhythmic expertise by munching on carrots and celery in the background.

SFA's career to date has been quite a trip. The quintet gained a following in the late '90s through three albums and a B-side-side compilation on once-ubiquitous British indie Creation. But the group didn't slow down after the label's dissolution in 1999, recording the pastoral, Welsh-language *Mung* on a £6,000 (\$8,534) budget and releasing it on its own Placid Casual label.

After *Mung* hit No. 11 in the U.K. on its way to being recognized in the British House of Commons as the biggest-selling Welsh-language album ever, Epic picked up SFA (who are published by Universal Music Publishing Ltd.) and set them on the path to a big-budget album that is the act's most ambitious to date, combining the best of its past endeavors into a remarkably cohesive whole.

Among the band's arsenal of promotional tools is an album-specific Web site (ringsaroundtheworld.co.uk), which offers streaming samples of album tracks, B-sides, and DVD films, as well as contests and message boards.

To give fans an up-close preview of *Rings*, SFA recently performed a series of U.K. promotional shows, where they played afternoon acoustic sets, attaching all their song titles to tiny balls and drawing them at random from a bingo machine to determine the playing order. The group also played *Rings*-focused surround-sound sets and held DVD screenings and DJ club nights during the weekend events.

Rhys said the group plans to take that unique gig format to Japan and Europe soon and hopefully touch down in North America for some shows later this year.

Although Epic is working *Rings* in most international territories, the U.S. remains unclaimed. Stringer notes the group has final say in this realm and is currently shopping the record to a number of labels. Wherever the band lands, the prospects for a Stateside breakthrough are considered to be fairly strong.

"[The new album] is getting requests here, which is surprising," notes James Lonten, manager of a Borders Books & Music in New York. "They're not a widely known act here, so the fact that there's any interest is a great sign."

The group is managed by Alun Lloyd at Cardiff, Wales-based Ankt and is booked by Geoff Meall at the Agency Group in London.



SUPER FURRY ANIMALS

The Reel Thing

by Charles Karel Bouley



THREE'S THE CHARM: The third installment of the blockbuster *Jurassic Park* series hit theaters July 18. Composer **Don Davis** says he wasn't concerned with the fact that the sequel was highly anticipated and is part of the **Steven Spielberg** franchise when he began to score the film. Instead, the pressure came from the specter of the now-classic work by the first film's original composer, **John Williams**.

"It was John that recommended me for the film," Davis recalls. "The [original] *Jurassic Park* score remains one of the most memorable scores to come out of films in many years, so there was some pressure there."

Davis says the biggest challenge was to keep precious the mood of the previous films.

"I wasn't worried about putting my own stamp on the score," he explains. I wanted for there to be a seamless continuity with the other two pictures. I didn't set out to do something identifiable



DAVIS

Don Davis. I wanted this score to be part of the legacy. My predicament was similar to the film's director, **Joe Johnston**. He was expected to bring something of a Spielbergian look to the project while maintaining his own integrity. Hell, that that brilliantly. Davis has done the same, as the *Becca* soundtrack's 15 cuts on the score album expertly war the listener in the beauty and danger of roaming an island filled with prehistoric beasts.

This is action and terror at its utmost intensity. It required music that matched that intensity. It was a difficult score to record because every piece of music pushed the instrumentalists to their limits. I subscribe to the thought that music that is intensely hard to play will translate that intensity to the listener. There is certainly a large element of panic that I tried to put in the music."

Davis is not new to working on a project associated with Spielberg, having scored music for TV's *sonQuest* *DSV*. In fact, it was TV that actually launched Davis, with his first real position in the medium being orchestra for *The Incredible Hulk*.

After winning an Emmy for his work on the *Beauty and the Beast* series, he made the jump to the big screen. Since that transition he has composed scores for *The Matrix*, *Bound*, and *House on Haunted Hill*. He is currently working on the score for the sequel to *The Matrix*.

Jurassic Park III features an end-credit song, "Big Hat, No Cattle," written and performed by **Randy Newman**, as well as other bonus material from the film. The Newman track almost guarantees award nods for the soundtrack but the score is the real gem. Davis achieved the goal of weaving new, exhilarating, melodic material with the Williams themes.

As for the amount of work Davis is receiving in the sci-fi and action genres, it goes with the territory.

"The film community does tend to pigeonhole composers, so when they need an action score they go to this one, a romantic score they go to that one. There are worse things that could happen to me than being labeled an adventure/action film composer. However, I do look forward to scoring more melodic, romantic works very soon."

FUTURE SCORE:

It's 1:30 a.m., and two-time Oscar nominee **Elliot Goldenthal** is in the middle of his normal workday. "I work all night and usually hit the sack around 6 a.m. That way, the world doesn't interfere with what I'm doing," he says with a laugh.

It was during those late hours that he scored a film destined to be the first of the next generation of filmmaking, *Final Fantasy: The Spirits Within*. "The film may not be the greatest story ever told," he says, "but it is really knocking on the door of something really wonderful, something that great artists in the future can use as a tool, like fire."

One thing that can't be synthesized or created solely by a computer is the music for the film. It has to be original, it has to be big, and it has to be good. Goldenthal achieved that with this score.

"All of the film is human work, artists working on every detail," he explains. "Every movie presents variables and problems for the composer. In a film like this that wants a human reality to it, you have to zero in on the emotional scenes first as a composer."

Goldenthal captures that emotion and humanity on this Sony Classical soundtrack, nowhere more brilliantly than on "The Dream Within," one of two songs on the album written by Goldenthal and lyricist **Richard Rudolph**. It's performed by **Lara Fabian**. As Goldenthal puts it, "She's got the chops to deliver this song the way it needed to be sung."

BY WES ORSHOSKI

Early in his career, Bill Janovitz vowed never to become the sort of singer/songwriter who writes cutesy songs about something so sappy as the birth of a child. Well, he can't keep from chuckling as he admits that he's failed.

On *Up Here* (due Aug. 21 on SpinART), his second solo effort, the Buffalo-Tom frontman offers up the sweet "Light in December," a lovely tribute to his 2-year-old daughter: "You are my last reward/When the light leaves the day, I have something to look toward/Your mother's laugh, the photograph/The flash pops on the better half."

"It's almost like I heard myself saying these words 10 years ago, I would have been like, 'Oh, no. Don't ever become that guy. You've got to stay edgy and cynical,'" the 35-year-old Janovitz says, laughing. "But that [vow] just went out the window two months after I had a kid. You're just sitting there with a guitar, and the words that come out are the words that you're living."

Most of the 10 songs on *Up Here* aren't as lyrically direct. The balance of the album is built upon that often vague, sometimes brilliantly vivid lyrical imagery that helped Buffalo Tom carve a niche among the flurry of alt-

rock acts that gained prominence in the early to mid-'90s. But unlike the six studio sets from the often rousing trio—which a few months ago decided to go on indefinite hiatus ("We



JANOVITZ

don't want to be a nostalgia act for early-'90s alternative rock."—*Up Here* never rocks out. Rather, it's a quiet, acoustic venue for Janovitz's softer, prettier songs.

More folks than his twangy solo debut, 1997's *Lonesome Billy* (Beggars Banquet), the midtempo, slow-burning numbers on *Up Here*—a one-off for SpinART—feature very little bass and no percussion. Instead, they rely on the sometimes sweet, sometimes

smoky vocals of Chris Toppin (of fellow Boston-area act Fuzzy) and the exquisite piano work of Buffalo Tom collaborator Phil Aiken.

"There are similar themes from a lot of my work—those individual, almost alienated feelings of not being in sync sometimes. But, again, there are probably more moments of domestic bliss," Janovitz says SpinART's hip roster (Ron Sexsmith, Vic Chesnut) and artist-friendly royalty deals—through which the company and artists split net profits equally—lured him to the label.

"For Bill and a lot of these guys, it's a matter of, 'How can we contribute to their bottom line?'" SpinART GM/owner Jeff Price notes.

A stay-at-home dad, Janovitz (booked by New York-based Steve Kaul and managed by Cambridge, Mass.-based Gary Smith) will do a few shows to support the album. SpinART will pursue triple-A radio, press, and in-store performance opportunities along the way.

Buffalo Tom fans—and few others—will show interest in *Up Here*, says Bill Jeffrey, a buyer at Waterloo in Austin, Texas. "He's not going to move mountains. He just wants to write songs and put them out. He's going the respect route, and I respect him for that."

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Top 10 Favorite Artist Picks

July 13, 2001

The Most Popular New Talent On Broadcast Talent Net

#	Artist	Genre	Weeks On
1	Amber Rose	Pop, R'n B	1
2	Cafébar 401	Progressive Rock, Pop	1
3	Walk Through Walls	College, Alternative	1
4	Merge	Rock, Alternative	2
5	Lakeisha	Urban, Hip Hop	2
6	Ms. Vein	Rock, Hard Rock	2
7	Alexz Johnson	Pop	42
8	Lenny Hamilton	Urban, Pop	1
9	Play Three	Rock, Pop	10
10	Lady Jane Grey	Acoustic, Pop	2

Weekly results are based on votes cast by BroadcastNet registered online members for any artist featured on the site. Artists are ranked by vote rate and artist per user. Top 10 position is determined by the average of all votes received. Please see www.broadbandtalentnet.com for more details.

Radio Play Favorite Song Requests

July 13, 2001

The Most Listened-to New Tracks On Broadcast Talent Net

#	Composition, Artist	Genre	Weeks On
1	Please Forgive Me, Barry Heros	Rock, Alternative	28
2	Silver Lining, Timmy Maia	R'n B, Pop	2
3	Broken, Merge	Rock, Alternative	6
4	Get It, Lakeisha	Urban, Hip Hop	3
5	Outtasyamind, Autumn	Pop, Dance	10
6	Four, Daze	Hard Rock, Rock	6
7	Like a Hurricane, Aravia	Pop, Dance	2
8	Chameleons, Birdcreek	Pop, Rock	32
9	Ms. Vein, Fire	Rock, Hard Rock	28
10	The Woman God Can't Create, Cafébar 401	Pop	2

Weekly Radio Play ratings are based on audio access requests by the site's registered and unsigned artist audience. Please see www.broadbandtalentnet.com for more details.

New Talent Spotlight

The Most Outstanding And Available Acts On Broadcast Talent Net

DEZERAY'S HAMMER

Dezeray's Hammer is a prolific rock trio who loudly introduced themselves to the South Coast scene back in 1999. The crowd fell in love, and Dezeray's Hammer were soon selling-out every local club in their path. But making a living off the local scene and getting a record deal, they soon found, were two very different things. In 2000, they uploaded their music to Broadcast Talent Net, and so began the explosion. They quickly found themselves at the top of the Broadcast Talent Net charts, and captured national attention from both music fans and the industry. In early 2001, Dezeray's Hammer was signed to Newmusic/Entertainment. Check out the newly updated Broadcast Talent Net page to hear exclusive tracks from their forthcoming album "IMMUNE".



For further artist details log on to www.broadbandtalentnet.com/dezerayshammer

Genre: Pop, Rock, From: Spartanburg, South Carolina
Check the new Dezeray's Hammer album "IMMUNE" (Newmusic/Entertainment) in stores August 21, 2001

For details about these and other up and coming artists visit our website at www.broadbandtalentnet.com

ARTISTS & MUSIC

Epic's 'Alive' Captures Vai's Live Experiments

BY CLAY MARSHALL

It's rare enough for an artist to perform unrecorded songs in concert. But with *Alive in an Ultra World*, guitarist Steve Vai takes that notion a step further by issuing a double live album composed entirely of new material.

The Epic's 15 songs were written and recorded during Vai's world tour in support of his 1999 studio album, *The Ultra Zone*. "The concept was to record a live album in different parts of the world and write songs that have elements of the cultural music of the country that I'm going to," Vai explains.



VAI

Making the album wasn't easy. To write each song, Vai would first immerse himself in the music of a particular country. Then, in the back of his tour bus, he would sketch out rough scores for his five-piece backing band to sight-read during soundcheck, which served as a rehearsal for that evening's performance. A concept like this is extremely difficult, because the wear and tear on the band is extraordinary," says Vai (who also runs the BMG-distributed Favoured Nations label).

Epic director of marketing Joel Elliott describes the release as both ambitious and indulgent although he believes it captures the guitarist's live power: "He's a modern-day composer that just happens to use a guitar rather than an orchestra."

Since its June 19 release, the album has been drawing praise from hard-rock fans "It's one of the more popular albums of the season in this part of the world," says Howard Melgam, manager of Rock Connection, a retail outlet in Houston. "Kids really respect the guy."

Elliott notes that the most logical line of marketing attack for *Alive in an Ultra World*—which, to date, has sold 68,000 units, according to SoundScan—has been to keep Vai on the road, where he thrives. The artist, published through Sy Sy Music (ASCAP) and managed by Los Angeles-based Ruta Sepety for SEG, is spending this summer on the G3 tour. The guitar-oriented bill, booked by Wayne Forte at Los Angeles-based Entourage, also features Joe Satriani and Dream Theater's John Petrucci.

Keeping Score

by Steve Smith

LOOKING AHEAD: In recent weeks, Keeping Score has taken a look at the upcoming release schedules from the major labels as well as some of the prominent independent distributors. But the classical marketplace comprises still other significant players not covered in either of those categories. This third and final preview survey highlights other key offerings coming in late summer and early fall.

Naxos continues to boast perhaps the most impressive—some might say overwhelming—release schedule of any classical recording company. That schedule brims with the traditional Baroque, Classical, and Romantic repertoire that is the label's meat and drink. There is also a handful of offbeat offerings coming: In August, Naxos releases an orchestral disc devoted to *Edgard Varèse*, with Christopher Lyndon Cox leading the Polish National Radio Symphony, while the "21st Century Classics" series will have a second orchestral volume devoted to *Leonardo Balade*.

In September, Naxos enters the DVD audio market with a recording of *Verdi's Four Seasons* by the *London Mozart Players*. On conventional CD, *Andrew Penny* continues the label's valuable cycle of *Malcolm Arnold* symphonies with the *Symphonies No. 7 and No. 8*, while pianist *Jonas Jandri* begins a series of the piano music of *Bela Bartók*. *The Philadelphia Virtuosi Chamber Ensemble* performs *George Antheil's* notorious *Ballet Mécanique* as part of the "American Classics" series. In October, the series offers a performance of *Ned Rorem's* song cycle *14 Songs on American Poetry* performed by *Carol Parley*, with the composer at the piano.

Telarc releases the first recording by the *Cincinnati Symphony* with its new music director designate, *Paavo Järvi*, in August. The disc pairs *Berlioz's Symphonie Fantastique* with the "Love Scene" from *his Romeo and Juliet*.

The recording will be released simultaneously on SACD in multi-channel surround sound. Also coming in August is *Mahler's Symphony No. 4*, the continuation of *Benjamin Zander's* last collaboration with the *London Philharmonic* (Keeping Score, *Bilboard*, April 28).

New World Records, distributed by Albany, began the summer with the world premiere recording of *William Bolcom's* opera *A View From the Bridge* (a play by

Arthur Miller), performed by the *Lyric Opera of Chicago* under *Dennis Russell Davies*. August brings *A Season's Promise*, New World's first-ever Christmas recording, featuring the *New York Concert Singers* led by *Judith Cluarman* in music by *Bolcom*, *Stephen Paulus*, *Lithy Larsen*, *Virgil Thompson*, and others. And in September, New World will release two previously unrecorded musicals by *George and Ira Gershwin*—*Tip Toes* and *Tell Me More*, both helmed by music director *Rob Fisher*.

Bridge Records, also distributed by Albany, will celebrate the 50th anniversary of the *Marlboro Music Festival* with a two-disc set of recordings made there over the years by



such heroes as *Rudolf Serkin*, *Mieczyslaw Horowitz*, *Pina Carmirelli*, *Benita Venturi*, *Harold Wright*, and *Sander Veéh*. Newmusic group *Sequent Musicae* presents the fourth volume in an ongoing series dedicated to the *Strick of Elliott Carter*, featuring premiere recordings of the recent works *Luimen* and *Tempo e Tempi*. Bridge continues to present exceptional recordings from the archives of the *Library of Congress*: volume 12 features the *Budapest String Quartet* and pianist *Artur Schnabel* in chamber music by *Brahms* and *Schumann*. And pianist *David Holzman* marks the 100th birthday of composer *Stefan Wolpe* with premiere recordings of his *Sonata (1925)*, *The Good Spirit of a Right Cause (1942)*, and *Waltz for Merle (1932)*.

Finally, the Bay Area-based *New Albion Records* has a pair of significant releases due. In July, the label presents *Six Duos* by the challenging Italian virtuoso bassist/composer *Stefano Scodanibbio*. The composer performs the works with members of the *Arduiti String Quartet*. And September brings *Bright and Dusty Things*, the first recording of works by guitarist/installation artist/soundscaper *Stephen Vitello*. He is best known for his collaborations with such diverse artists as *Nate June Paik*, *Scarpine*, *Pauline Oliveros*, *Joan Jeannerud*, and *Frances-Marie Uitti*. Oliveros and New York downtown jazz guitarist *Dave Tzonoz* are among the performers who join the composer on the album.

BUSTERS

Edited By Michael Paoletta

POP

★ GRANT-LEE PHILLIPS

MOBILIZE
PRODUCERS: Grant-Lee Phillips and Carmen Rizzo

Label/Founder: 0143-1021

Grant-Lee Phillips is a veritable one-man army, playing every instrument on *Mobilize*, which he also co-produced with Carmen Rizzo. Two years since dissolving the critically lauded Grant Lee Buffalo, Phillips launches his solo career with an engaging, deeply passionate album. The set opens with "See America," a gentle ballad reminiscent of David Bowie's "Space Oddity," here with Bowie's tragic spaceman voyaging in a yellow New York tax cab. Phillips constructs characters with humor and sensitivity, such as the exhausted journalist on "We All Get a Taste" and the criminal lovers of the majestic "Isa's a Mystery." "Like a Lover" is a pained revelation of the vulnerability love brings, and the ache is soulfully crooned. Conversely, "I'm a Project Sheet" goes to "Spring Release" and "Beautiful Dreamers." At the brink of a new stage in Phillips' career, *Mobilize* is a classic all his own. —SB

JAYDROB

Vibeate
PRODUCERS: GGGarth and Jaydrob
Tommy Bop 1416

In need of a set of grunge ticks colored by strained idealism? Well, look no further than Toronto, and sophomoric projects like Jaydrob's *Vibeate*. Throughout (and with contributions from all four bandmates), a sense of disillusionment prevails, particularly on such tracks as singer Tara Sloane's "American Dreamgirl" and its darker sister, bassist Tom McKay's "This Is Not Real." Both songs attack the superficiality of celebrity and the media, an issue the band and its photogenic vocalist are certainly familiar with. "Hey mister music/My name's not honey/I don't care who you love/My eyes are up here," Sloane sneers on "American Dreamgirl." On the whole, her voice rarely tends to deep as the words she sings, tending to remain tightly restrained. The band does hit some high notes, though, especially on "Sometimes Wanna Die," the album's first single and catchiest cut, as well as "Metasternal" and the tender "Swan Song." —SB

DICKY BETTS BAND

Let's Get Together
PRODUCERS: Dickey Betts and Bud Snyder
Back Alley/Freefalls Entertainment 7017
 After his unceremonious 2000 ouster from the band he helped propel to stardom, celebrated Allman Brothers Band guitarist Dickey Betts put his own group together, and the result is a fine collection of jam-heavy blues rock songs. Seven of the 11 cuts are Betts compositions, including the brass-bolstered South-

SPOTLIGHT



BLU CANTRELL

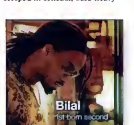
So Bu

PRODUCERS: various
RedZone/Arista 7822-14703
 While industry pundits lay odds against the staying power of Arista chief Antonio "L.A." Reid, newcomer Blu Cantrell's odds of sticking around are far from a long shot. Judging by this debut, the daughter of a jazz singer already has a top five hit with "Hit 'Em Up Style (Oops!)," the calypso, spend-all-his-money revengey dittie written and produced by Dallas Austin. While Cantrell's Cotton Club-meets-contemporary R&B-hop style is an oasis in a formulaic desert, it's the 25-year-old's powerful alto that's the real story. Under the direction of such producers as Jimmy Jam, Terry Lewis, and Chris "Draddy" Stewart, the singer/songwriter is at home belting out emotion-filled blazes like the Jennifer Holiday or jazzing things up like a Sarah Vaughan. —GM

boogie instrumental "Rave On," the snarling "Sing While I'm Walkin'," and the hard-charging, jubilant title cut. Elsewhere, Betts' "Tombstone Eyes" is a powerful, poignant ballad with "Gregg Allman vocal" written all over it (although vocalist/producer Matt Zeiner handles it quite well), and two extended set pieces are mighty fine: the jazzy "One Stop Be-Op" and the "Eliza-beth Reed"-style "Donna Maria." Betts is ably assisted throughout, most notably by guitarist/vocalist Mark Yams, and Zeiner, both of whom contribute key songs, including "I Gotta Know" and "Call Me Anytime," respectively. Production-

BLAL

First Born Second
PRODUCERS: various
Moby/Interscope 3009
 On his debut set, *First Born Second*, newcomer Bilal—who has already collaborated with the bloody likes of Common and Guru—offers what may very well be the year's most adventurous R&B album. The set's lead single, the R&B-meets-Saadiq-produced "Soul Sista," which originally appeared on the *Love & Basketball* soundtrack, is steeped in sensual, bass-heavy



grooves, upon which Bilal's silky-smooth falsetto glides. The hip-hop-slewed "Reminiscence" features Common and Mos Def. Other top-notch supporters, including the Roots and Dr. Dre, are also spotlighted here. Such celebrity contributors may have overshadowed a lesser artist, but Bilal is clearly the captain of this fantastic, nearly flawless voyage. —RW

wise, the mix is straggly muffled in places, sometimes muting the obvious exuberance of Betts and his band, but it's still a fine ride and quite a statement regarding Betts' and his still-potent skills. Distributed by Navarre. —RW

R&B/HIP-HOP

★ JIMMY COZIER

Center
PRODUCERS: various
1 Records 80813

Newcomer Jimmy Cozier already scored an R&B/pop crossover hit his first time at bat with the Mike City-



NEIL DIAMOND

Three Chord Opera
PRODUCERS: Peter Asher and Alan Lindgren
Columbia CK 85500

Three Chord Opera marks the first time that Neil Diamond has written every song on an album since 1974's *Serenade*, and with this, the disc proves that the venerable pop artist still has a gift for crafting pleasant melodies and words that are romantic without ever getting gooey. The sad truth is that many listeners may need to be reminded that before such later recordings as "Forever in Blue Jeans," Diamond created a vast catalog of such timeless gems as "Sweet Caroline." Such new numbers as the energetic propper "Baby, Let's Drive," the charming, piano-driven ballad "I Believe in Happy Endings," and the epic "I Haven't Played This Song in Years" are solid choices for AC radio, which should welcome Diamond back with open arms. —LF

written/produced "She's All I Got." Judging by this promising debut album, listeners won't have any problems copying up further to the singer/songwriter's particular brand of R&B—reminiscent of the love-themed territory explored by such contemporary predecessors as Carl Thomas. The smooth-tenured former backup singer scores home runs on such tracks as the radio-friendly opener "Ten Love Commandments" (although independent women will flinch at the spoken-word intro, "Anybody can control a woman's body... the key is to control her mind"), the retro-sounding "No More Playin' Games," plaintive ballad "Heartfelt Letter," and rhythmic

bouncer "Two Steps." These are enough to forgive such missteps as the Latin-influenced, let-it-sound-hip "What the Deal." —GM

► VARIOUS ARTISTS

Violator: The Album: 2.0
PRODUCERS: various
Violator/Loud/Columbia 85790
 With a roster that includes such rap heavyweights as Busta Rhymes, LL Cool J, and Missy "Misdemeanor" Elliott, Violator really needs no introduction. 1999's *Violator: The Album* produced such hits as Q-Tips' "Vivrant Thing" and, in time out, the imprint relies heavily on its rookie acts, including newcomer Jolo Pelligrino, whose "Fieud" (lits from Eric B. & Rakim's "Microphone Fina," "Pellow rising stars Dat Franchise shine with Butch Cassidy on "Lavin" in Da City." Although the Violator novices represent the next generation well, the veterans already hold their own. Witness Busta Rhymes on the party anthem "What It Is," Noriega on the Neptunes-produced "Grimey," and "Ex" by Elliott, Ja Rule, and Tweet. —RW

★ DA BEATNINERZ

Brace 4 Impact

PRODUCERS: various
Brace 26168
 Underground hip-hop production outfit Da Beatninerz is known more for its deejay keyboard work than turntable skills. Although primarily known for working with East Coast artists, *Brace 4 Impact* finds the quintet venturing into other parts of the country in search of new talent—which it finds in Midwesterner Lord Tariq and West Coast acts Javo Felony and Ras Kass. Standout cuts include a Beatninerz reunion with Black Moon on "Develution," That's Us "Open," a debut with Pete Rock and former Soul II Soul member Caron Wheeler. While the album's hooks are mundane at times, Da Beatninerz still manages to impress with heavy drum patterns that recall the early-'90s hip-hop era. —CF

COUNTRY

★ SHAWN CAMP

Lucky Silver Dollar
PRODUCERS: Alan Reynolds and Mark Miller
Shawn Camp Records 1001
 Shawn Camp has been a highly successful songsmith for others, less so

(Continued on next page)

VITAL REISSUES

BEN WATT
North Marine Drive/Summer into Winter
PRODUCERS: Ben Watt and Mike Gregovich
Cherry Red/Cooking Vinyl/spinART 900

TRACEY THORN
A Distant Shore
PRODUCER: not listed
Cherry Red/Cooking Vinyl/spinART 901



MARINE GIRLS
Lazy Wyes/Beach Party
PRODUCERS: Tracy Mosham
Cherry Red/Cooking Vinyl/spinART 902
 Prior to forming the hit-bound Everything but the Girl in the mid-'80s, Ben Watt and Tracey Thorn pursued under-the-radar solo careers. Thorn's solo endeavor, as well as her two albums with the Marine Girls, reveal an artist who was taking her songwriting seriously from day one. "Small Town Girl," the lead track on *A Distant*

Shore, is signature Thorn melancholic, also, a cover of the Velvet Underground's "Femme Fatale" remains breathtaking after all these years. Similarly, the beautifully quiet *North Marine Drive* focuses squarely on Watt's folky guitar strummings and effortless vocals. His five-song collaboration with Robert Wyatt—*Summer Into Winter*—may perhaps be more atmospheric for its own good. But the jazz "Slipping Slowly" and celestial "A Girl in Winter" are gems. —MP

CONTRIBUTORS: Bradley Bamberger, Scott Brinko, Loretta Cole, John DiMortico, Colin Folan, Larry Flick, Steve Graybow, Rashawn Hall, Gail Mitchell, Michael Paoletta, Deborah Evans Price, Ray Waddell. **SOURCE:** Records deemed "PICKS" (P): new releases predicted to be the top half of the chart in the coming format. **CRITICS' CHOICES** (C): new releases, regardless of chart potential. **REISSUES:** Reissued albums of special artistic, archival, and commercial interest, and noteworthy new recordings of classic albums. **REMARKS:** Remarks about the careers of their musical roots. **MUSIC TO MY EARS** (L): new releases deemed Picks that were featured in the Music to My Ears column as being among the most significant records of the year. All albums commercially available in the U.S. are eligible. Send review copies to Michael Paoletta (Billboard, 770 Broadway, 6th floor, New York, NY 10003) or to the writers in the appropriate houses.

ON SCREEN

(Continued from previous page)

when he steps into the spotlight on his own, despite his obvious skills as a performer. *Lucky Star* is a disc loaded with cool stuff, some previously recorded by others, including the Waylon-esque slow-rocker "Baby's Gone Home to Mama" (John Anderson) and "How Long Come" (Brooks & Dunn), with the latter delicate and forlorn in Camp's hands. The Middle of Nowhere is a Buffett-styled country, "The Tune of a Twenty Dollar Bill" is a bluesy romp, and "Lost at Sea" is a gorgeously balmy, Camp-to-the-hole is a quirky humor that would make Roger Miller proud, evidenced here by the rollicking "I Feel More Like I'm Right Now [Than I Have All Day]" and the exquisitely written "Off to Join the World," an oddly touching take on circus romance performed with style. A diverse, confident album from a guy who is in this for the long haul. Distributed by Select-O-Hits.—**RW**

3 OF HEARTS

3 HEARTS

PRODUCER: Byron Gallimore
RCA 69716
The Texas-based trio may hail from Fort Worth, but 3 of Hearts are most certainly not part of any edgy Texas music scene. Picture, if you dare, Shady's Life. Byron Gallimore is unabashed Nashville top pop producer, and these girls—Blair Stroud, Katie McNeill, and Deserea Wadlin—possess angelic voices. "Love Is Enough," "It Happened to Me," "The Hard Way," and "Sugar and Daisies" are peppy-squared, nearly interchangeable midtempoes, while "Watch Me" is a throwaway Kiss, and "Over the Edge" are note-bending. Boyz II Men-style ballads. Make no mistake, this sounds like radio, with the highly skilled California band of the controls and three young ladies with personality and vocal dexterity (not to mention looks) to burn, it goes without saying that this record is ear candy. It may come from Nashville, but even with the loosest, liberal translation, no way is this anything close to country music.—**RW**

JAZZ

★ MARTIN TAYLOR

Nilesh
PRODUCER: Steve Buckingham and Kirk Whalum
Columbia 85909
Scottish guitarist Martin Taylor is a bona fide virtuoso whose nimble fretwork moves easily from straight-ahead pop to Django Reinhardt-inspired solo workouts. His made him a natural at contemporary jazz, and in co-producer/saxophonist Whalum, he has an ideally melodic sound partner. But one of Euro-style, programmed grooves often detracts from the gorgeous warmth of Taylor's instrument, and most of the album's highlights come from Taylor's beautiful, reverberated tone is allowed to cut through the mix, either unaccompanied or with his band. Still, very few artists can comfortably interpret songs by

both Earth Wind & Fire and Edith Piaf, whose "Hymne à L'Amour" is a tour-de-force of romantic charm in Taylor's hands.—**SG**

WORLD MUSIC

★ NICOLE

Passion Spirit

PRODUCER: Paul LaRoche

SOAR 90131
The increased interest in Native American music is no doubt being fueled by such talented newcomers as Nicole (real name: Nicole LaRoche), who makes her debut with this beautiful collection. Fans of Native American music are already familiar with Nicole's work as the flutist for the group *Blue*, as this intriguing instrumental release showcases Nicole's skills on the flute in settings from the hauntingly beautiful "Beyond the Trail of Tears" to the fiery "Rez Road." All songs were composed and produced by acclaimed Native American artist Paul LaRoche (Nicole's father), and her cohorts in *Blue* lend their talents to the project. Among the best cuts are "Ghost Drive," "Ancestor's Cry," and "One Spirit." This is an album of drawing fans of both Native American and new age music, as well as anyone who enjoys the beauty of a flute mixed to a great song. Contact: 505-268-6110.—**DEP**

VARIOUS ARTISTS

Columbia

PRODUCERS: various
Putumayo World Music 190
In his homage to Colombia—the country from which his label takes its name—Putumayo founder Dan Storper attempts to include representative music from the country's most important areas. A daunting task, indeed, but the results are admirable, considering the constraints of only 12 tracks. *Columbia* boasts such gems as Luchito Armijo's famous "Fiesta de Negritos" and Gabriel Romero's cumbia "Las Lavanderas." The album reminds tradition (Toto La Momposina's "Oye Manita") with the contemporary approach to older rhythms promulgated by such new acts as Grupo Bahía—playing *cumbia*—Julio Zuleta's *son*—and *cumbia*. And, of course, there are the hardcore salsa de such bands as Prádo's *Sax Tesis* and La Sonora Dinamita. The end result can pull you off your chair and onto the dancefloor; at the same time, it forces you to ponder the rhythmic and instrumental versatility of virtually every track.—**LC**

CLASSICAL

SIMON HARAM

Name
PRODUCER: Chris Coker
Black Box 1055
A formidable virtuoso, London Sinfonietta principal saxophonist Simon Haram has a natural feel for the music's bumpiness and songful minimalism, with his first *Black Box* disc, *On Fire*, devoted to the former and his sophomore set, *Alone* (this time), to the latter. In embracing minimalism in league with the plucky Duo Quartet, *Frame* makes

for an admirable sequel to *Alone*... The lion's share of the disc comes from an irresistible new arrangement of themes from Michael Nyman's hit score to *The Englishman's Boy*, plus a lesser trio of pieces by British composer Graham Fitkin (with the *Franchese Glass* the most compelling). Although it's not a tad too sweet here, the draw for some listeners will be Haram's take on Ryuichi Sakamoto's "Forbidden Colors" (the touching theme song to the film *Nery Christmas, Mr. Lawrence*). For this listener, though, it's the way the ascetic melody of Philip Glass' *Facades* blooms in Haram's cultivated cantata. The British *Black Box* label is distributed in the U.S. by Harmonia Mundi and in the U.K. by Select.—**BB**

CHRISTIAN

★ SUPERCHICK

Karaoke Superstars

PRODUCERS: Lutzschick and Bill Deaton

Pop Records 1237

Superchick is aimed at teens, for sure, but it's actually for anyone young at heart. Musically, the songs are bouncy and buoyant. And although the band—three girls and five guys—may initially look listless with perky beats and catchy hooks, the songs contain messages about integrity and empowerment. The infectious opening track, "Barlow Girls," is already a hit at Christian radio; its chorus is irresistible: "All the boys in the band want a Valentine from a Barlow girl/Boys think they're the bomb cause they remind them of their mom." The song "One Girl Revolution" is featured in the current *Best* *Wibbles* book. *Legally Blonde*. This talented outfit could be one of the year's breakthrough Christian acts. Contact: 615-371-7857.—**DEP**

NEW AGE

★ CLAUDE CHALHOUH

Claude Chalhoub

PRODUCER: Claude Chalhoub

Disk 8573-83039

Lebanese classical violinist Claude Chalhoub makes a music born of global fusion and sonic experimentation. Collaborating with producer Michael Brook—who previously worked atmospheric wonders with Nasrat Fateh Ali Khan and Divjan Gasparian—Chalhoub fuses Middle Eastern melodies with Indian rhythms and often surreal ambience on an album teeming with texture. *Heavenly Desert* is a cinematic expanse with Jason Lewis' drums pounding rivets into the tabla rhythms of Kuljit Bhamra. Chalhoub's violin sings in improvised lines, backed by a string octet. On "Bakdour," Chalhoub intertwines his violin with Qawwali singer Foroukh Pateh Ali Khan (brother of Nasrat), Fatchi who he sounds like he is emanating from a speaker at a temple minaret. "Don't Wake Up" features a duet with Bollywood singers. Chalhoub and Brook achieve the conventional ethno-techno formula for something that confronts as much as it envelops.—**JD**

HEDWIG AND THE ANGRY INCH

Written and directed by John

Cameron Mitchell

Music by Stephen Trask

Starring John Cameron Mitchell

Fine Line Features

A celebration of everything outrageous, *Hedwig and the Angry Inch* is the most delicious camp flick since *Priscilla, Queen of the Desert*, not to mention the best rock movie in years. Drawing on sources as diverse as Plato and David Bowie, this ambitious movie is a raucous, raucous, top-to-the depths of bad taste—to get a laugh.

But scrape off the makeup and Hedwig is a tragedy. The film recounts the painful story of a character who sacrificed everything for love, only to wind up emotionally shattered and physically scarred.

The story of how Hedwig became an "internationally ignored" song stylist is at once hilarious and harrowing. Hedwig was born Hansel, raised by a single mom in East Germany on the wrong side of the Berlin Wall. As a teenager,

Hansel fell in love with an American G.I. who offered romance, financial support, and a new life in America—if Hansel had a sex-change operation. Hansel agreed, taking the female moniker Hedwig. But a botched operation left her with an "angry inch" and an identity that blurred lines of gender and sexual orientation.

After the couple moved to New York, Hedwig's military man abandoned her in a Midwestern trailer park. There she met a precocious boy named Tommy who had dreams of becoming a rock star. With Hedwig as his muse—and songwriter—Tommy took the stage name Tommy Gnosis and soon became a star. But Tommy, too, left Hedwig behind to pursue success performing in suburban family restaurants, while Tommy was selling out stadiums singing songs she had written.

A sex scandal has given the down-but-not-out Hedwig one last shot at finding musical success and emotional relief with Tommy. But in the end, Hedwig finds that her search for a perfect soulmate and creative partner is illusory.

Hedwig is adapted from a recent hit off-Broadway stage show, which John Cameron

Mitchell and Stephen Trask created. Mitchell, who wrote the script, reprises his leading role on film and directs the adaptation as well. Trask, who wrote the music, plays guitar in the film and also provides the vocals for a few numbers performed by Tommy.

The movie's pacing is sometimes sluggish, and some hammy elements that were cute on stage seem self-indulgent here. But Trask's music makes a smooth transition to film. While he includes a nod to camp, drag, and folk, the songwriter keeps his material centered in a punk vein. As is evident on the Hybrid Records soundtrack, Trask knows how to get a dramatic point across, typically without sacrificing his rock credibility.

What is lost in the translation to celluloid, though, is the ambiguity that made the stage show a pleasure to see again and again. By the end of the theatrical production, it was clear that Hedwig was not the most reliable narrator, so audience members could never be quite sure what they had just witnessed.

Was Hedwig truly Tommy's inspiration or was she a jilted lover seeking reflected fame and lucrative reward? Perhaps the unseen Tommy didn't even exist—it was merely part of Hedwig's act created as an artistic foil. Or perhaps the person onstage was Tommy, and it was Hedwig who was really simply another one of Tommy's personae, the metaphorical woman inside a man. Was the cathartic ending a vision of Hedwig destroying herself or of Tommy creating himself? Two people finally separating, or finally coming together? Or were they one all along?

Hedwig the movie removes this ambiguity. Despite a fairer view of Hedwig's reasons as narrator, and her story seems on the level: She is indeed the person who taught Tommy Gnosis everything he knows about music, and he is the scoundrel who "took the good stuff and ran." This doesn't take away from Trask's tunes or Mitchell's performance. But while audiences will still walk out of *Hedwig* singing, they won't necessarily walk out debating what they've just seen or felt compelled to see it again.

WAYNE HOFFMAN

Edited by Chuck Taylor

POP

JONATHA BROOKE *Steady Plul* (3:39)
PRODUCER: Jonathan Brooke and Bob Clearmont
WRITER: Jonathan Brooke
PUBLISHER: Naughty Poppa Music, ASCAP
Bad Dog Records 6101 (CD promo)
 Los Angeles-based indie singer/songwriter Jonathan Brooke serves up some of her most interesting personal fare yet on her current *Steady Plul*, her fourth solo album. But on the title track, she's just content to jam a little with her team of instrumental comrades, along with guest vocalists Michael Pratt (of Spearhead), who adds his personal touch in the chorus. Lyrically, "Plul" talks about bright new love taking place in dark days. "Where there is ruin, there is hope for treasure/Out of the ashes come comfort and pleasure/This is the love that no one can measure." This midtempo track could be the one to at last hook adult top 40s and modern ACs. In the meantime, Brooke fans should check out her upcoming double-sided DVD video, also titled *Steady Plul*. It gives a glimpse of the frivolity that ensued during the recording of the album.—**CT**

EDEN'S CRUSH *Love This Way* (3:29)
PRODUCERS: Matthew Gerard and David Foster
WRITERS: T. Narmon, F. Gole, and L. Livingston
REMIXERS: AlBrick and DJ Skribble
PUBLISHERS: WB Music Corp./Warner Bros. Music, ASCAP; Warner-Tamela/France Gene Music/Da's Dreamer Music, BMI
London/Sony/Stanley 143/Warner Bros. 50009 (CD promo)
 Pittsburgh girl group Eden's Crush struts a chord with viewers of its reality series, who took its first single "Get Over Yourself" to no. 1 on Hot 100 Singles Sales. Radio, though, was less gracious, given the song's generic blend of R&B rhythms and rank-and-file follow-up "Love This Way" is even less distinctive. Checking off all the clichéd requirements of a midtempo pop ballad—except for the way to make it rise above the pack of so many other youth-pop records. That's probably why the CD promo contains two remixes that deconstruct the song, first into a fuzzy dance track with help from AlBrick, and then into a clubby house track in the DJ Skribble mix. The group is in the middle of a radio tour; perhaps that will stir good will among programmers, but otherwise, we're about 14 minutes into this WB-led concoction's allotted fate.—**CT**

R&B

NELLY *Batter Up* (4:12)
PRODUCER: Jason "J" Epperson
PUBLISHERS: Nelly, J. Epperson, and S. Willis
Universal 20379 (CD promo)
 The premise for "Batter Up" seems to be a little late in the rage-to-riches story that is Nelly's. Announcing that they are about to make an impact on the rap game, Nelly and his St. Louisan cohorts appear to be reiterating a fact that already pretty apparent: that Nelly's sing-

CONTRIBUTORS: Eric Allen, Claire Finan, Deborah Evans Price, Chuck Taylor, Ray Waddell, SPOTLIGHT: Reviews derived by the review writers to deserve special attention on the basis of musical merit and/or Billboard chart potential. NEW & NOTWORTHY: Exceptional releases by new or upcoming artists. PKCS (P): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS' CHOICES (C): New releases, regardless of chart potential, highly recommended because of their musical merit. Send review copies to Chuck Taylor (Billboard, 770 Broadway, 6th Floor, New York, NY 10003), or to the writers in the appropriate bureau.

SPOTLIGHT



JENNIFER PAIGE

JENNIFER PAIGE *These Days* (3:27)
PRODUCER: Oliver Lieber
WRITERS: P. Thornalley and Colin Campbell
PUBLISHERS: BMG Music/Balaton Songs
Hollywood Records 1377 (CD promo)
 In the three years since America developed its top 10 "Crush" on Jennifer Paige, the Atlanta native has been more or less lying low professionally, but programmers should consider the ready-to-action, rock-edged single "These Days" a full-fledged second coming. Co-written by Phil Thornalley—who helped Penelope Abemugli's "I'm"—the song is everything a modern-day pop hit should aspire to be: It has a melody that's more inviting with each listen, mature vocals that do more than frolic across a beat box, and a thought-provoking lyric about taking positive steps forward. The combination of Paige's generous harmonies, Oliver Lieber's creative, sandpaper-scrubbed production, and the mixing finesse of studio veteran Tom Lord-Arge earn this a grade-A stamp for team effort. "These Days" seems like the perfect middle ground between youth pop and the edgier territory that top 40 is struggling to balance. It sounds like yesterday's crush could be today's true love.—**CT**

sonary rhythms and charismatic presence equate major-league success. "Batter Up" possesses the momentum and bounce that have made Nelly famous, as well as the St. Louis native's signature flow. Banking on the fact that he and his St. Louisan brigade are tremendously popular right now, Nelly should find that fourth single from the seven times-platinum *Country Grammar* maintaining his strong presence on R&B radio.—**CT**

LIVE FEATURING TRICKY *Simple Creed* (3:24)
PRODUCERS: Live, Alain Johannes, and Michael Balfe
WRITER: E. Kowalczyk
PUBLISHER: not listed
MCA 25358 (CD promo)
 One of America's most sincere rock bands returns with a startlingly simple message with the first cut from its upcoming album, *V*. Live front-man Ed Kowalczyk says, "We gotta love each other/We need each other." In the verses, he takes a less sympathetic stance, basically telling whin-

ers to get over themselves: "I bet you took a gun to town, to/But now, nobody's taking 'your candy.' Alongside, the Pennsylvania band's instrumental palette remains hand and lean, with Chad Taylor's trademark guitar slumming, drummer Chad Gracey's blur of snare and symbols, and Patrick Dalmeyer's rumbling bass. The wild card is guest Tricky, who provides contrast with a rapped mantra that comes off like an eclipse across the sun. The whole manages to work as both a butt-kicking rocker and contemplative call for compassion. Rock trends peak through the seasons, but here's a band that cooks on its own brew.—**CT**

"SIMPLE CREED"
LIVE
 If R&B radio is searching for a summer event record, open the door, because Maxwell is knocking. His trademark dim-the-lights, slow-groove sensuality already leads the way in the deliberate, hip-swaying "Life-time," an old-school, late-night plea for his woman to accept the love he's offering: "I can just make you understand that love is not a fairy tale in a melody/If you want, you could have it, girl." The over-videogame sex symbol crooner's classic Prince here, with a soulful melody that he accents with gentle falsetto background vocals. As with his previous single, "Get to Know Ya," Maxwell hands this production reins to Mase, who has obviously done his homework: the vibe of the offering is consistent with the singer's retro-inspired image. "Life-time" has been sliced to a radio-friendly 4:04, but it would be nice if radio could find room, perhaps late at night, to spin the full 5:31 version—which would do nothing but steam up the summer nights a little more.—**CT**

COUNTRY

TIM MCGRAW *Angry All the Time* (4:29)
PRODUCERS: Gallimore, Stroud, and McGraw
WRITER: R. Robison
PUBLISHERS: Titlowill/Bruce Roberts, BMI
Carb Records 1615 (CD promo)
 McGraw's wife, Faith Hill, discovered this haunting Bruce Robison song, but hubby beat her to the punch by recording it on his current set *This Great Ocean*. Mrs. McGraw contributes harmonies to the



TIM MCGRAW

inner-reaching song about a relationship unraveling—quite a departure from the sunny love ballads the duo has previously sung. "Angry All the Time" is a love song, McGraw's voice coos hurt and disillusionment as he turns in a Grammy-worthy performance: Robison's well-crafted tune provides McGraw a wonderful canvas on which to unleash raw emotion. "Angry All the Time" is one of the best ballads released this year, a song that will fortify McGraw's reputation as a premiere act of the format.—**DEP**

with its cool, breezy beats, jangly guitar, and Ammons' soul, assured vocal. Song-writer-producers Sheppard and Kenny Gioia fill the track with hooky elements from an addictive drum beat, layer upon layer of breathy harmonies, and a "do-do-do-do" line at the end of the chorus that will flick at the memory for days on end. Ammons is a compelling presence, with a maturity that walks all over most of the Newbies on the scene. This is a promising peak into her upcoming fall debut, due Sept. 25.—**CT**

ROCK TRACKS

CAKE *Short Skirt/Long Jacket* (3:24)
PRODUCERS: Cake
WRITER: J. McCrea
PUBLISHERS: Stamen Music/EMI Blackwood Music, BMI
Columbia 16547 (CD promo)
 Having departed Capricorn for Columbia, Cake releases the first single of the rest of its life, "Short Skirt/Long Jacket," which leads off the group's fourth album, *Comfort Eagle*. Despite a three-year break since 1998's platinum *Prolonging the Magic*, the guys show that they're still in shape on this track. Johnnie's deadpan vocal evokes these thoughts on his dream girl: "I want a girl with a short skirt and a loooooong jacket," who's cute and a little quirky but still down-to-earth. Musically, Cake pulls out some of its old tricks—such as the active, funky basslines, the minimal mix, a few false endings, and the distinctive sound of Vince DiFurio's trumpet—but the playful cut can stand on its own.—**EA**

RAP

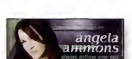
AC FEATURING JOE *Everything's Everything* (4:00)
PRODUCERS: Eddie F and Darren Lighty
WRITERS: A. Cruz, E. Ferrell, D. Lighty, C. Lighty, and B. Muhammad
PUBLISHERS: Like's a Bitch Music/Eddie F Music/Blackground Music/Chappell
I Want My Daddy Records/Label 1
Monter 20556 (CD promo)
 Even after solidifying himself in the rap world and gaining critical credibility with his appearance on the early Nas track "Life's a Bitch," AC has yet to hit it hard at radio. "Everything's Everything" is the second single of his current *I Want My Daddy*, lacks a futuristic-sounding funk beat with the smooth vocals of sex symbol/R&B crooner Joe. The track has great potential, with a beat-driven lyrical tone that is sure to make it a staple not only at radio but at the clubs as well. With a well-constructed hook, the track manages to maximize the talent of chart stalwart Joe. It's unfortunate that AC's previous single, "Problems," was a self-fulfilling prophecy at radio, but this one's got the potential to help him pull him to the next level of hip-hop commercial success.—**CF**

METHOD MAN & TEDDY RILEY Party... (3:10)

PRODUCER: Teddy Riley
WRITERS: T. Riley and C. Forbes
PUBLISHER: not listed
Def Jam 15375 (CD promo)
 Staying true to the theme of all-star duos from the movie starring Chris Tucker and Jackie Chan, *Rush Hour 2* provides a soundtrack with the all-star likes of the Wu-Tang Clan's charismatic Method Man and R&B super-producer Teddy Riley. The two urban heavyweights throw down a jittery jam here, thanks to Mase's distinct flow and well-crafted lyrics, and Riley's of-the-day vibe. This isn't a track designed to make anyone think too hard. It stays true to the intent of its title. This one is a perfect fit for an after-dinner drive—and roll down the windows while you're at it. Innocent enough stuff, this danceable, celebrity-tagged track is a sure bet for the summer sounds of the album.—**CF**

NEW & NOTWORTHY

ANGELA AMMONS *Always Getting Over You* (3:29)
PRODUCERS: Sheppard and Kenny Gioia
WRITERS: Sheppard and K. Gioia
PUBLISHERS: Marybaths Music, ASCAP; Nonesuch Productions, BMI
Universal 20588 (CD promo)
 Angela Ammons was barely out of the gate with her debut single, "Big Girl," when this midtempo and soulful "American Pie 2" revamped its way from the soundtrack to radio. If previous releases, "Always" will break the 17-year-old Teonan.



with its cool, breezy beats, jangly guitar, and Ammons' soul, assured vocal. Song-writer-producers Sheppard and Kenny Gioia fill the track with hooky elements from an addictive drum beat, layer upon layer of breathy harmonies, and a "do-do-do-do" line at the end of the chorus that will flick at the memory for days on end. Ammons is a compelling presence, with a maturity that walks all over most of the Newbies on the scene. This is a promising peak into her upcoming fall debut, due Sept. 25.—**CT**

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R&B hip hop

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Rhythm, Rap, and The Blues

INDUSTRY BRIEFS: Taking a break from *Lucy Pearl* and other production projects (*Babyface*, *May Gray*, *Kenny Lattimore*, *Jakey Brothers*), **Raphael Saadiq** is in the studio recording his own debut solo album. He is writing and producing the as-yet-untilted set, which will be issued via Pookie Records/Universal in the fall. Special guests were still being confirmed at press time, but sources say *D'Angelo* and *Angie Stone* are among those who have been approached. Saadiq also operates production company *Whiskey Lake*, whose roster includes producers *Jake & the Phatman*, who co-produced the Lucy Pearl song "Dance Tonight," and *Glenn Caylor* ("I Will Survive") signs with *Glen Clarkson* of *Ken Lindner & Associates* for hosting and reality-programming representation. He'll continue being represented by manager *Linwood Simon* of *Cliffside Music*. Slated to perform at *Michael Jackson's* 30th anniversary concert at *Madison Square Garden* in September, *Gaynor* plans to release a new CD via *BMG/Logic* in the fall.

INDIE KID: Preparing for a show Saturday (28) at *Los Angeles' El Rey Theater*, *Kim Hill* describes herself as a "bulldog" when it comes to refusing to compromise her music.

"I'm not trying to reinvent the wheel," she says of a musical style that mixes soul with R&B, hip-hop, rock, and folk. "I'm just trying to do right by the people who've inspired me, like



Sade, *Nina Simone*, *Bill Withers*, and *Steeley Dan*. I'm in incredible company right now with singers like *Jill Scott* and *Sunshine Anderson*. They are ridiculous voices, and I love their songs. But I refuse to compromise and put on a uniform."

Which finds the *Syracuse, N.Y.*, native cruising gently into a lyrically retooled cover of the *Eagles'* "Hotel California." Or able to shift gears into hip-hop funk, as evidenced on the *Black Eyed Peas'* 1998 album, *Behind the Front*, and 2000's

Bridging the Gap. In fact, it was Hill's affiliation with the group—dating back to 1994—that led to her signing with *Interscope* in May 1998. But the label decided not to release her debut project, saying it wouldn't appeal to an urban market.

"It was a blessing getting dropped," Hill says. "I've hit the ground running." To last year's *Peace*, she has been "writing a lot of new music" and preparing to release a new album, *Suga Hill*, in the fall through her own label, *Hilllucianous* (via *kimmykim.com*).

Syracuse didn't have black radio until 1993, Hill says. "I grew up listening to classic rock and had to seek out my own black music. I want to give that to black kids in Iowa and Utah. If the right label deal comes along, I wouldn't say no. But to silence a crowd with real soul music, not books—especially since I don't have any—is what I want to do, and I can deal with label rejection."

SCREEN SCENE: Fox's popular TV series *Dark Angel*, helmed by *James Cameron*, is said to be planning a soundtrack spinoff featuring music from its first and second seasons. Among potential contributors: first-season guest stars *Master P* and *Mack 10*, *Missy Elliott*, *Da Brat*, *MC Lyte*, *Q-Tip*, and *Lil' Mo*. Sources say no label is attached as yet. The controversial *Death Row* Records documentary, *Welcome to Death Row*, arrives in video stores nationwide Sept. 25. Produced by *Santa Monica, Calif.-based Xenon Films*, the film features a musical score by *Tommy Coster* (Dr. *Dr.*, *Snoop Dogg*)... *Maze* Featuring *Frankie Beverly* gets the DVD treatment with the Aug. 14 release of *Live in New Orleans*. The 10-track, 70-minute film includes live concert performances of seven songs, three bonus videotapes, an on-screen bio, and a photo gallery. The DVD comes courtesy of the *Right Stuff/EMI*... The second season of *W.E. Women's Entertainment/AMC* cable series *Cool Women* bowed July 25. This go-round, the *Debbie Allen*-hosted series will feature episode introductions by such artists as *Luther Vandross*, *Vanessa Williams*, *Kathleen Battle*, and *Neneh Cherry*.

IN MEMORIAM: A memorial service for *Anthony "Poetic" Berkeley* of the *Gravediggaz* will be held Aug. 4 at Harlem, N.Y.'s *Riverside Church* 7 p.m.-10 p.m., with a liberation ceremony by *Camille Yarbrough*. For details, call *Meridian Entertainment* at 201-321-9742.



by Gail Mitchell

Rex's elleestone Eyes U.S.

Canadian Rapper Expresses Yin And Yang Of Hip-Hop On Diverse Album

BY MARC KENON
NEW YORK CITY—A fortuitous introduction by *DrinkWorms* artist *Nelly Furtado* set the wheels in motion for the U.S. debut of Canadian rapper *Jellesthe*. *Brad Kaplan*, director of A&R/staff producer at *Warner Bros.*, became aware of *Jellesthe* thanks to a then-unsigned *Furtado*, who shares *Jellesthe's* manager—*Toronto-based Chris Smith*.

"It's rare that I'm blown away by something on the first listen," *Kaplan* recalls about *Jellesthe's* demo. "I knew I had to sign this kid. We met and totally connected."

The result is the rapper's musically diverse and melodic debut, *Jellesthe 13*. The *Rex Entertainment/Warner Bros.* release bows Aug. 28.

"The first music I knew was reggae," says the 26-year-old artist. *David Carby* who hails from the *Realde* section of *Toronto* and is of *Jamaican* descent. "I lived between my mother's home in *Toronto* and my father's home in the *Bronx*. Living in *New York* opened me up to hip-hop earlier than a lot of my peers in *Canada*."

Many *Canadians* are quite familiar with *Jellesthe*. He contributed the track "When You're Hot You're Hot" to the 1997 *Rudimental* compilation on *L.L. Vibe Records*. "It made some noise," recalls the artist. He derived his moniker from the name of the building superintendent (Jelly) of his *Bronx* home. The name also expresses the yin and yang of his character. He possesses a gentle side, displayed on such tracks as "I'm the Juggernaut" and "Money (Pt. 1)" the lead single. He's also commercially July 17. He can also be rough and rugged, as on cuts like "We Don't Care," "Once Was Young," and "We Da Niggas."

A HOOK AND A CHALLENGE

"In hip-hop you can use any music and any sound to make a song," says the *ASCAP* writer, who co-produced the album with *Jon "the Rabbi" Levine* and *Noel "Gadget" Campbell* and is published by *Lova's Bad Son Publishing* and *EMI/Arista Music*. "I put a pop beat behind the vocals. I did a slow song and a rock song. The album is very true to hip-hop, which is about breaking the rules."

Warner Bros. product manager *Kevin Sakoda* admits "the diversity of the music is in some ways the hook and in some ways the challenge for us. We have this bona fide, card-carrying hip-hop artist who has made a solid hip-hop album with some original soundscapes. But he just happens to have made a song ["Money (Pt. 1)"] that has this strong pop feel to it."

Diana Laird, PD at top 40 station *KHTS* *San Diego*, has put the single into rotation. "Because it's different than the other stuff that's out, it stands out." *Laird* says. "It's a good song."

"Money (Pt. 1)" was sent to R&B, rhythmic top 40, and top 40 radio June 19. "We have never gone out of the box to all radio formats," says *Demmette*



JELLESTHE

Guirdy, *Warner Bros.* senior VP of urban music. "Usually a rap or hip-hop artist has to start in the streets, then go to mainstream R&B radio. Then it's crossover radio and finally top 40."

MCA 'Soul Sista' Keke Wyatt Fulfills Childhood Dream

BY RASHAUN HALL

When parents ask their children what they want to be when they grow up, the answers vary. And usually the answers change many times before the kids reach adulthood. Not so for 21-year-old MCA artist *Keke Wyatt*, whose debut set, *Soul Sista*, streets Sept. 18.

"I knew at 5 that I wanted to sing forever," says *Wyatt* (aka *Keeta Wyatt*), who began singing at the age of 2 in church. "And I've been recording since I was 12."

Wyatt finally got her chance to shine when she teamed with MCA labelmate *Avant* on "My First Love," a song from his debut album, *My Thoughts*. *Avant* returned the favor on *Soul Sista* by guesting on the mid-tempo cut "Nothing in the World" and writing two songs for the album. *Avant* also appears in the video for her first single, "Used to Love." The single rises 94-87 on this issue's *Hot R&B/Hip-Hop Singles & Tracks* chart.

"I didn't think it would be my first single," says *Wyatt*, who's managed and booked by *Cynthia McCoggie* of *Los Angeles-based Southpaw Entertainment*. "We were going to use 'I Don't Wanna.' But we decided to go with something upbeat."

"Money (Pt. 1)" has its share of supporters on the retail side as well. "Customers are really feeling it," says *David Easter*, owner of *Vision Records* in *Los Angeles*. "He's got something for older people and younger people."

The street campaign for "Money (Pt. 1)" was launched in mid-June, utilizing the *Made Men*, *Warner Bros.* in-house team of 16 reps who distributed fake money, stickers, and postcards in 12 major markets. More promotional items are being distributed by way of HBO's urban music bus tour that began in May and ends in late August.

A second album track, "Makes the World Go 'Round," is being worked at R&B radio mix shows and college radio. Vinyl and CD singles were sent out in two waves (May 15 and June 5).

Independent Internet marketing firm *Iced Media* has launched an online campaign to bolster awareness of *Jellesthe* and his music. The pinnacle of the campaign will be *Jellesthe's* homecoming on the eve of his album's release—the *Caribana Festival* being held Aug. 3-6 in *Toronto*.

Although MCA chose to lead off with more uptempo fare, *Wyatt* can certainly handle ballads, a fact she proves with her rendition of *Patti LaBelle's* "If Only You Knew."

Produced by *Steve Huff*, *Soul Sista* showcases *Wyatt's* emotions. "It's all about relationships," says *Wyatt* of the 10-track set. "A lot of what Steve wrote I've been through personally, so when

I sing I really testify." MCA VP of marketing *Cassandra Ware* points out that in addition to traditional promotional strategies, *Wyatt's* previous exposure via "My First Love" has given the project an added boost.

"People have shown us a bit more attention because they've seen her perform [the song] with *Avant*," *Ware* says. "It opened a lot of doors and gave the industry a

bird's-eye view of both artists."

Broadway Joe, PD for *KIPR* (Power 92.1) *Little Rock, Ark.*, says "It was *Wyatt's* work with *Avant* that interested him in the first single. ["Used to Love"] is a fairly upbeat song singing soul, and it isn't rap," he says. "That is why I think it took off so early." He also says he has heard clips from *Soul Sista* and believes the strength of the album is in the ballads, one of which he hopes will become the second single.

WYATT

WYATT

AUGUST 4
2001

Billboard

Top R&B/Hip-Hop Albums

Compiled by SoundScan from a national audit
of over 100,000 hip-hop stores.

WEEKS ON	LAST WEEK	2 WEEKS AGO	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION	LAST WEEK	2 WEEKS AGO	WEEKS ON	ARTIST	IMPRINT & NUMBER/DISTRIBUTING LABEL	TITLE	PEAK POSITION	
1	1	4	ALICIA KEYS	3 1000178/100	NUMBER 1 # 1 World & Rhythmic	1	30	47	50	7	THE LOVE DOCTOR	MCA/100 100 100 100 100	Doctor Of Love	47
2	2	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	31	50	48	9	CITY HIGH	BMG/100 100 100 100 100	City High	23
3	3	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	32	44	41	11	H-TECH	Rhino/100 100 100 100 100	H-TECH	12
4	4	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	33	52	51	4	SOUNDTRACK	Capitol/100 100 100 100 100	Posita Tang	51
5	5	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	34	30	4	VARIOUS ARTISTS	Capitol/100 100 100 100 100	We Tain't Ready Presents: We Chastise Chastise	81	30
6	6	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	35	49	31	SHOOG DOGG	Capitol/100 100 100 100 100	This Last Meal	1	1
7	7	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	36	52	1	SNAP!	MCA/100 100 100 100 100	Hushab	1	1
8	8	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	37	52	1	STERLING JOHNSON	Capitol/100 100 100 100 100	Chapter 1: Love, Pain & Forgiveness	16	16
9	9	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	38	55	4	SCREWBALL	Capitol/100 100 100 100 100	Loyalty	3	3
10	10	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	39	58	4	L'ROB BOW	Capitol/100 100 100 100 100	Breakin' Out	57	57
11	11	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	40	57	4	MOOCHIE KAE	Capitol/100 100 100 100 100	Woman	2	2
12	12	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	41	56	4	SUNSHINE ANDERSON	Capitol/100 100 100 100 100	Fat Beats Completion Volume 1	42	42
13	13	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	42	59	36	VARIOUS ARTISTS	Capitol/100 100 100 100 100	Lovers Rock	64	64
14	14	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	43	100	2	DEZ	Capitol/100 100 100 100 100	Sing For Me	64	64
15	15	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	44	107	17	JESSE POWELL	Capitol/100 100 100 100 100	JP	107	107
16	16	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	45	107	17	LIL' O	Capitol/100 100 100 100 100	Da Fat Wit Wit On The	66	66
17	17	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	46	107	17	ESHAH	Capitol/100 100 100 100 100	Tongues	66	66
18	18	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	47	107	17	G'ELLAS	Capitol/100 100 100 100 100	Gangster 4 Life	66	66
19	19	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	48	107	17	JENNIFER LOPEZ	Capitol/100 100 100 100 100	J	1	1
20	20	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	49	107	17	OUTKAST	Capitol/100 100 100 100 100	Stankonia	2	2
21	21	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	50	107	17	STRETCH ARMSTRONG	Capitol/100 100 100 100 100	Stretch Armstrong Presents Spit	53	53
22	22	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	51	107	17	DIRTY	Capitol/100 100 100 100 100	The Pimp & Da Gangsta	19	19
23	23	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	52	107	17	RES	Capitol/100 100 100 100 100	How I Do	54	54
24	24	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	53	107	17	J MONEY	Capitol/100 100 100 100 100	Blood Sweat And Tears	9	9
25	25	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	54	107	17	STRETCH ARMSTRONG	Capitol/100 100 100 100 100	Stretch Armstrong Presents Spit	53	53
26	26	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	55	107	17	CHARLIE WILSON	Capitol/100 100 100 100 100	Bringing The Gap	30	30
27	27	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	56	107	17	M.R. C THE SLIDE MAN	Capitol/100 100 100 100 100	Cha-Cha Slide	20	20
28	28	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	57	107	17	JIGMISTAS	Capitol/100 100 100 100 100	Infections	53	53
29	29	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	58	107	17	VARIOUS ARTISTS	Capitol/100 100 100 100 100	Mark St. John Presents Black Beach Hits Volume 1	70	70
30	30	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	59	107	17	PUBLIC ANNOUNCEMENT	Capitol/100 100 100 100 100	Don't Hold Back	30	30
31	31	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	60	107	17	BACKONE AKK MR. FAT PACE 100 FEATURING SUC PATHA	Capitol/100 100 100 100 100	Concrete Love	28	28
32	32	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	61	107	17	KARDINAL OFFISHALL	Capitol/100 100 100 100 100	Firestarter Volume 1 - Ousest For Fire	57	57
33	33	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	62	107	17	LEXL	Capitol/100 100 100 100 100	And That's The Way It Is	63	63
34	34	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	63	107	17	CETE WINANS	Capitol/100 100 100 100 100	Cete Winans	48	48
35	35	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	64	107	17	PETE ROCK	Capitol/100 100 100 100 100	Petrified	61	61
36	36	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	65	107	17	DAVE HOLLISSER	Capitol/100 100 100 100 100	Chicago '98 - The Movie	1	1
37	37	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	66	107	17	JAY-Z	Capitol/100 100 100 100 100	The Dynasty Roc La Familia (2000)	10	10
38	38	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	67	107	17	YVONNE	Capitol/100 100 100 100 100	Yvonne	18	18
39	39	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	68	107	17	MARTIN GAY	Capitol/100 100 100 100 100	The Very Best Of Martin Gay	22	22
40	40	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	69	107	17	ROCK WREX AND THE WALKERS	Capitol/100 100 100 100 100	The Very Best Of Rock WreX And The Walkers	10	10
41	41	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	70	107	17	STICKY FINGAZ	Capitol/100 100 100 100 100	[Black Trash] The Anthology Of Stick Fingaz	43	43
42	42	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	71	107	17	VARIOUS ARTISTS	Capitol/100 100 100 100 100	Deep South Presents: Hostile Takeover: Compilation	94	94
43	43	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	72	107	17	OUTSIDAZ	Capitol/100 100 100 100 100	The Bricks	68	68
44	44	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	73	107	17	3WU	Capitol/100 100 100 100 100	3WU	19	19
45	45	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	74	107	17	NUWINE	Capitol/100 100 100 100 100	Ghetto Mission	58	58
46	46	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	75	107	17	O.C.	Capitol/100 100 100 100 100	Not Apprized	84	84
47	47	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	76	107	17	KANE & ABEL	Capitol/100 100 100 100 100	Most Wanted	41	41
48	48	1	ALICIA KEYS	3 1000178/100	HOT SHOT DEBUT # 1 World & Rhythmic	1	77	107	17	ANGIE MARTINEZ	Capitol/100 100 100 100 100	Up Close And Personal	2	2

AUGUST 4
2001

Billboard

Top R&B/Hip-Hop Catalog Albums

Billboard							Billboard						
LAST WEEK		ARTIST	IMPRINT & Number/Distributing Label	TITLE	WEEKS ON CHART	LAST WEEK		ARTIST	IMPRINT & Number/Distributing Label	TITLE	WEEKS ON CHART		
61	1	2PAC	Capitol/100 100 100 100 100	NUMBER 1 # 1 World & Rhythmic	1	30	47	JAY-Z	Capitol/100 100 100 100 100	Resurrection # 100 Degreez	148		
62	2	MAXAVELI	Capitol/100 100 100 100 100	THE DOX KILLMENT: THE DOX OF MEAT # 100 Degreez	165	165	MILES DAVIS	Capitol/100 100 100 100 100	KOD OF DEATH # 100 Degreez	186			
63	3	AL GREEN	Capitol/100 100 100 100 100	MTV UNEMPLOYED EP # 100 Degreez	110	110	GOJUNIVU	Capitol/100 100 100 100 100	100 DEGREEZ # 100 Degreez	186			
64	4	AL GREEN	Capitol/100 100 100 100 100	MTV UNEMPLOYED EP # 100 Degreez	241	241	THE ISLEY BROTHERS	Capitol/100 100 100 100 100	BEWIND BALLADS # 100 Degreez	70			
65	5	SNOPH DOGGY DOGG	Capitol/100 100 100 100 100	OGGY STYLE # 100 Degreez	241	241	JAGGED EDGE	Capitol/100 100 100 100 100	A JAGGED EN # 100 Degreez	87			
66	6	THE NOTORIOUS B.I.G.	Capitol/100 100 100 100 100	READY TO DIE # 100 Degreez	238	238	SADIE	Capitol/100 100 100 100 100	LOVE DEATH # 100 Degreez	69			
67	7	2PAC	Capitol/100 100 100 100 100	GREATEST HITS # 100 Degreez	135	135	DMX	Capitol/100 100 100 100 100	IT'S DARK AND HOT IN THE # 100 Degreez	161			
68	8	THE NOTORIOUS B.I.G.	Capitol/100 100 100 100 100	LEGEND # 100 Degreez	233	233	R. KELLY	Capitol/100 100 100 100 100	12 PLAY # 100 Degreez	70			
69	9	BOB MARLEY AND THE WAILERS	Capitol/100 100 100 100 100	LIFE AFTER DEATH # 100 Degreez	255	255	KATHY SWEAT	Capitol/100 100 100 100 100	MAKE IT LAST FOREVER # 100 Degreez	29			
70	10	DR. DRE	Capitol/100 100 100 100 100	THE CHRONIC # 100 Degreez	246	246	THE BEATLES	Capitol/100 100 100 100 100	THE BEAT OF THE HEART # 100 Degreez	29			
71	11	SADIE	Capitol/100 100 100 100 100	MY MEXICO THE WORLD # 100 Degreez	265	265	EARTH, WIND & FIRE	Capitol/100 100 100 100 100	THE BEAT OF THE HEART # 100 Degreez	29			



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- Chris Lighty, president, Violator
- Eric Nicks, VP of A&R, Violator
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L.A. Symphony 'Calls' The Tune On Squint Entertainment

BY MARCI KENON

NEW YORK—Orchestrating a national following from its burgeoning reputation in Los Angeles' underground scene is the current mission of hip-hop collective L.A. Symphony. A major step in that plan is the planned Sept. 25 release of the group's Squint Entertainment album debut, *Call It What You Want*.

True to its name, L.A. Symphony utilizes contrasting movements to execute its hip-hop hybrid, created by a union of eight MC/producers and one DJ. The group was officially established in 1997.

"When we were recording the album, some songs were straight-ahead hip-hop, some were a bit happy, and some were a lot darker," says Symphony member Pigeon John, who collaborates with group mates Joey the Jerk, Sharlok Poems, J-Beits, Flynn, bTwice, CookBook, UNO Mas, and DJ J-Boogie. "We try to stay true to whatever is on our hearts and lay

that down without hindering it. We do all types of music, so you get to call it what you want."

The 15-track album features additional production by Prince Paul (De La Soul), Will I Am (the Black Eyed Peas), and Mario C



(Beastie Boys). The title track features cameos by the Black Eyed Peas and Fatlip (formerly of fellow L.A.-based group the Pharcyde).

"The beatmakers will bring tracks, and we vote on which

track we vibe to the most," adds Joey the Jerk, who, along with the group, is co-published through Squint Songs/Ten Dudes Publishing (ASCAP). "It's not like we fight for Mike time. We let the guy who made the beat make the decision. After that, whoever is chosen to do the song comes up with a concept and figures out the structure. It's a collective and democratic process."

Commercial lead single "Broken Tape Decks" was released on vinyl through Fat Beats and sent to college and underground mix shows in February. The video, co-directed by Matt Sterling and Amy Krimsier, features live action and animation.

"The track has a nice old-school beat and a very catchy keyboard melody," says mix show/club DJ Dennis Blaze, who works at San Diego's XHTZ.

Coming the second week in August is sophomore single "Champion Birdwatchers," which is being targeted to urban and crossover radio. In the meantime, L.A. Symphony—managed by Noah Tutak for Los Angeles-based Mick Rucker Management—has wrapped its stint on the national NBA/Yahoo!-sponsored Rhythm 'n Rims tour, which ended July 15 in Orlando, Fla. The group is slated to return to New York to play the Mercury Lounge July 27. It is also slated to perform the music section of Abercrombie & Fitch's clothing store and will have several of its tracks included in the first games available on Microsoft's Xbox video system, which comes out in November.

Squint GM Dave Palmer says the label—also home to the band Sixpence None the Richer—is negotiating with labels in the U.K. and Japan for the album's international release and also is in discussions with major Stateside distributors.

This comes in the wake of a recent announcement that Nashville-based Squint Entertainment was being folded into Word Records/ Gaylord Entertainment (*Billboard Bulletin*, July 24). Since then, Squint president Steve Taylor has announced plans to buy back the Squint rights from Gaylord by way of a private investment group.

Violent Brown, director of urban music at Warehouse Entertainment, has followed L.A. Symphony since its 1999 independent release, *Composition No. 1*.

"People in L.A. have been waiting for this album," Brown says. "It's a good album that can make some noise in regions outside of Los Angeles."

Words & Deeds



DIVINE INTERVENTION: South London-born **Roots Manuva**, much lauded for his 1999 debut set *Brand New Second Hand*, is looking for divine intervention as he delivers his sophomore and final album for Big Dada/Ninja Tune, *Run Come Save Me*, Aug. 13. The title is a call to a higher force to guide the artist in making the right moves to secure a new record deal.

"I was trying to make an album that hip-hop heads [would enjoy] but also something that appeals to every-

announcing that East London rapper **Malarchi's** debut album, *Forgotten World*, has been submitted for the prestigious Technic Mercury Music prize. If the album (which covers both U.K. and global issues) makes it through the nomination stage, it will be the first full-on hip-hop album to make the short list for the early-September awards show.



MANUWA

body," Manuva says. Lead single "Witness (I Hope)" has already garnered rave reviews since its July 23 release. "My story is I was the vagabond," Manuva says as he talks about the single. "As a child, people often said I was lazy; an untidy no-hoper who didn't comb his hair. So this song is

just a celebration of that."

Born **Rodney Smith**, Manuwa brings a proud black British lyrical flow and a diverse musical palette to the hip-hop table. "Roots" album proves that hip-hop from the U.K. actually benefits from its unique sounds, stories, and accents," says **Fusion** of the hip-hop consultancy firm Izm and e-magazine **State of Independence**. "When we celebrate these differences, we're capable of creating music for an international market—think **Tricky**, **Soul II Soul**, and **Massive Attack**. Listen closely to **Roots** music, and you can hear drum'n'bass, reggae, and even a touch of indie [rock music] mixing with the hip-hop."

Manuwa, published by Chrysalis Music, managed by London-based **Rhythm & Business**, and booked by **Primary Talent**, has a U.K. tour and

PRIZE-WINNING RAP: "If he wins, it will be news. If he doesn't, it will still be news," declares the press release.

Malarchi describes his style as "conscious, rugged, and don't give up no matter what anyone says." Those themes are reflected on such songs as the mellow, reflective "Natural Substance." The smooth, R&B-laced "U4Days," featuring labelmate **Christynette**, deals with different types of relationships. The **Dark** joint-produced album also rocks with tracks like "Politics" and "Da Shock," a lyrical battle featuring **Canibus**.

The album's title track highlights a dark side of the world that's seldom highlighted by the media: where teenagers are being turned over to war machines. "People over there in the Third World are suffering, and people over here are suffering," the artist says. "It's the global thing of talking but not doing, which I want people to pick up on."

However, Malarchi's vision isn't fully shared by all. "When Malarchi was showcased on TV, he brought energy to the hip-hop scene in the U.K. But the album hasn't translated that fully," says **Tea Max**, formerly a presenter on the MTV Base program *The Hip Hop Review*. "It's a little too insular."

The Gem Music-published artist counters that assessment, using the "No Question" track to highlight that he's not stuck in the narrow mind-set that many U.K. artists possess for producing only London underground-pleasing joints. "I'm not doing it to suit just one set of heads," Malarchi says. "I'm doing it because I love my music. I love hip-hop, period."

RAP'S SHELF LIFE: Those interested in

reading about the background of key issues affecting hip-hop, such as violence, language, religion, race, and gender, should check out **David L. Shabazz's** book, *Public Enemy Number One* (Awesome Records, AwesomeCommunications.com). It draws parallels from **Public Enemy's** work and includes a brief Q&A with some of rap's founding fathers.

However, if you're more interested in something that covers today's key players, then **Peter Shapiro's** handy, pocket-sized *The Rough Guide to Hip-Hop* (Rough Guide/Penguin, roughguides.com) fits the bill.

AUGUST 4 2001 **Billboard** Hot Rap Singles

LAST WEEK		THIS WEEK		ARTIST • Import • Number/Distributing Label		TITLES	
				(1) (2) NUMBER 1 (2)		(1) (2) TITLE	
1	7	D12	10	1	1	1	Purple Haze
2	12	LL COOL J	10	2	1	2	My Biz
3	8	COO COO CAL	10	3	1	3	My Project
4	10	VIOLATOR FEATURING BUSTA RHYMES	10	4	1	4	What Is Hip Hop?
5	12	HIT-K FEATURING COMANCHE & VINIA MOJICA	10	5	1	5	This Side
6	5	R. KELLY: BLACK ROSE & MARK CURRY	10	6	1	6	Bad Boy For The Day
7	4	DA BEATNINERZ FEATURING FUMODEO SQUAD & VINIA MOJICA	10	7	1	7	Take It
8	15	ERICK SERMON FEATURING MARVIN GAYE	10	8	1	8	None Taken
9	10	LL COOL J: ZANE	10	9	1	9	None Taken
10	6	SCREWBALL FEATURING M.O.P.	10	10	1	10	Torn
11	9	SKULLZ	10	11	1	11	You Don't Want
12	8	7L & ESOTERIC	10	12	1	12	Call Me
13	11	THE YOUNG MILLIONAIRES FEATURING LL COOL J: THE YOUNG MILLIONAIRES	10	13	1	13	All Return
14	3	AFLU-RA FEATURING GZA	10	14	1	14	Diagnoses Left
15	10	AMPSCHING FEATURING YUK MOUTH	10	15	1	15	Do The Dance The
16	10	SUPERS	10	16	1	16	Saga
17	13	LUDACRIS FEATURING NATE DOGG	10	17	1	17	Area Code
18	17	QJ FINEST FEATURING NAS AND BRAVEHEARTS	10	18	1	18	Dechta Way
19	14	RISING SON	10	19	1	19	Make It Hot
20	10	CHINO NINO	10	20	1	20	Smother
21	12	THREE THE G. DEP. R. DIDDY & BLACK ROB	10	21	1	21	Let's Go
22	10	OLD ATLANTS FEATURING BO DADDY KANE, SADAQ, GURU & GREG NICE	10	22	1	22	Spunked
23	10	DJ DESIGN	10	23	1	23	My Poppy/Warrior
24	20	THE NOTORIOUS B.I.G. & LL COOL J	10	24	1	24	Beanie (Mock B...)

*Records with the greatest sales gains this week. †VideoCirc availability. ‡Recording Industry Association of America (RIAA) certification for net shipment of 500,000 units [units]. §RIAA Certification for net shipment of 1 million units [Platinum], with additional million sold; and by number of copies sold. ¶Net shipments of albums only. **Includes CD single available. ***DVD Single available. ****CD Maxi single available. *****Single single available. †††Vinyl single available. †††††Cashless maxi single available. Catalog number or R # indicates if unavailable in which country.

LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)	LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)	LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)
1	14	Fallin'	Jay-Z (J)	14	19	We Need A Revolution	Blackstreet (J)	57	7	Round & Round	Travis (J)
2	12	Where The Party At	Jay-Z (J)	22	22	Don't Give Up	Blackstreet (J)	58	16	Let's Get Back	Blackstreet (J)
3	11	U Remind Me	Jay-Z (J)	23	21	Don't Give Up	Blackstreet (J)	59	17	Take Care Of Home	Blackstreet (J)
4	12	MUSIC	Jay-Z (J)	24	20	Sat In Orbit	Blackstreet (J)	60	18	Girl Next Door	Blackstreet (J)
5	20	Contagious	Jay-Z (J)	25	19	People's Choice	Blackstreet (J)	61	19	Someone To Call My Lover	Blackstreet (J)
6	20	Peaches & Cream	Jay-Z (J)	26	18	Heard It All Before	Blackstreet (J)	62	20	Loach Or Chaser	Blackstreet (J)
7	9	I'm Real	Jay-Z (J)	27	17	I Cry	Blackstreet (J)	63	21	Melrose Swing	Blackstreet (J)
8	15	Izzo (H.O.V.A.)	Jay-Z (J)	28	16	Feelin' On Yo Body	Blackstreet (J)	64	22	I Am Your Woman	Blackstreet (J)
9	17	One Minute Man	Jay-Z (J)	29	15	Breakin' It	Blackstreet (J)	65	23	Remix Up	Blackstreet (J)
10	24	Sho' A I Got	Jay-Z (J)	30	14	Don't Give Up	Blackstreet (J)	66	24	Loach Or Chaser	Blackstreet (J)
11	19	Can't Believe	Jay-Z (J)	31	13	Missin' You	Blackstreet (J)	67	25	Uchi! The End Of Time	Blackstreet (J)
12	18	The Way	Jay-Z (J)	32	12	Just A Baby Boy	Blackstreet (J)	68	26	My Baby	Blackstreet (J)
13	17	Area Codes	Jay-Z (J)	33	11	Maybe I Deserve	Blackstreet (J)	69	27	Not Your Friend	Blackstreet (J)
14	16	Just In Case	Jay-Z (J)	34	10	Big' Bro	Blackstreet (J)	70	28	Beavis (Much B****)	Blackstreet (J)
15	15	Fiesta	Jay-Z (J)	35	9	Love Of My Life	Blackstreet (J)	71	29	I Like Them Girls	Blackstreet (J)
16	14	Let Me Be Your Man	Jay-Z (J)	36	8	Love Of My Life	Blackstreet (J)	72	30	Lick Shots	Blackstreet (J)
17	13	Supernatural II	Jay-Z (J)	37	7	Fill Me In	Blackstreet (J)	73	31	Keep It Gonna	Blackstreet (J)
18	12	Went A Minute	Jay-Z (J)	38	6	Go With Me	Blackstreet (J)	74	32	Thug Life	Blackstreet (J)
19	11	Get Up Frack On	Jay-Z (J)	39	5	My Projects	Blackstreet (J)	75	33	Front 2 Back	Blackstreet (J)
20	10	Bad Boy For Life	Jay-Z (J)	40	4	Go With Me	Blackstreet (J)	76	34	Weekend Thang	Blackstreet (J)
21	9	Differences	Jay-Z (J)	41	3	My Projects	Blackstreet (J)	77	35	Uchi! The End Of Time	Blackstreet (J)
22	8	Love	Jay-Z (J)	42	2	Go With Me	Blackstreet (J)	78	36	Loach Or Chaser	Blackstreet (J)
23	7	Take You Out	Jay-Z (J)	43	1	Stoney	Blackstreet (J)	79	37	Not Your Friend	Blackstreet (J)
24	6	What Is	Jay-Z (J)	44	0	Just A Baby Boy	Blackstreet (J)	80	38	Beavis (Much B****)	Blackstreet (J)

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Blacke's Back. Columbia trio Blackstreet is recording a new album, *Blacke Out*. The follow-up to the group's self-titled first album is set for release in October. Among the producers working on the project is Dallas Austin, who's shown here with, from left, Blacke members Shamarr, Brandy, and Natina.



Keying in on a hit. J Records' Alicia Keys takes a photo break with Squeak Pictures music video director Chris Robinson while shooting the video for her hit single "Fallin'".



Teaming Up Again. Producers/shadowwriter Shaw Crawford and J Records artist Deborah Cox are currently in the studio working on Cox's forthcoming album. Crawford co-wrote and produced Cox's crossover hit "Nobody's Supposed to Be Here" with Montell Jordan.

LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)	LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)	LAST WEEK	WEEKS ON	TITLE	ARTIST (AIRPLAY/PROMOTION LABEL)
1	50	Lovestory	Blackstreet (J)	25	19	Missing You	Blackstreet (J)	45	4	Just In Case	Blackstreet (J)
2	28	Don't Give Up	Blackstreet (J)	26	18	Fallin'	Jay-Z (J)	46	5	All For You	Blackstreet (J)
3	27	Take You Out	Jay-Z (J)	27	17	MUSIC	Jay-Z (J)	47	6	Sparkle	Blackstreet (J)
4	3	Hi! 'Em Up Style (Daugh)	Jay-Z (J)	28	16	Non-Sense	Blackstreet (J)	48	7	Big Poppa/Wannin'	Blackstreet (J)
5	1	U Remind Me	Jay-Z (J)	29	15	Don't Give Up	Blackstreet (J)	49	8	Went A Minute	Blackstreet (J)
6	4	Sho' A I Got	Jay-Z (J)	30	14	Don't Give Up	Blackstreet (J)	50	9	Not Your Friend	Blackstreet (J)
7	5	Take Me Home	Jay-Z (J)	31	13	Don't Give Up	Blackstreet (J)	51	10	Loach Or Chaser	Blackstreet (J)
8	12	Peaches & Cream	Jay-Z (J)	32	12	Don't Give Up	Blackstreet (J)	52	11	Uchi! The End Of Time	Blackstreet (J)
9	7	Can't Believe	Jay-Z (J)	33	11	Don't Give Up	Blackstreet (J)	53	12	Not Your Friend	Blackstreet (J)
10	6	Fiesta	Jay-Z (J)	34	10	Don't Give Up	Blackstreet (J)	54	13	Loach Or Chaser	Blackstreet (J)
11	5	Purple Hills	Jay-Z (J)	35	9	Don't Give Up	Blackstreet (J)	55	14	Uchi! The End Of Time	Blackstreet (J)
12	4	I Do!	Jay-Z (J)	36	8	Don't Give Up	Blackstreet (J)	56	15	Loach Or Chaser	Blackstreet (J)
13	3	My Baby	Jay-Z (J)	37	7	Don't Give Up	Blackstreet (J)	57	16	Uchi! The End Of Time	Blackstreet (J)
14	2	My Projects	Jay-Z (J)	38	6	Don't Give Up	Blackstreet (J)	58	17	Loach Or Chaser	Blackstreet (J)
15	1	Supernatural II	Jay-Z (J)	39	5	Don't Give Up	Blackstreet (J)	59	18	Uchi! The End Of Time	Blackstreet (J)
16	0	Keep It Real	Jay-Z (J)	40	4	Don't Give Up	Blackstreet (J)	60	19	Loach Or Chaser	Blackstreet (J)
17	0	Message In My House	Jay-Z (J)	41	3	Don't Give Up	Blackstreet (J)	61	20	Uchi! The End Of Time	Blackstreet (J)
18	0	Click Click	Jay-Z (J)	42	2	Don't Give Up	Blackstreet (J)	62	21	Loach Or Chaser	Blackstreet (J)
19	0	What Is It	Jay-Z (J)	43	1	Don't Give Up	Blackstreet (J)	63	22	Uchi! The End Of Time	Blackstreet (J)
20	0	The Soul God	Jay-Z (J)	44	0	Don't Give Up	Blackstreet (J)	64	23	Loach Or Chaser	Blackstreet (J)
21	0	Bad Boy For Life	Jay-Z (J)	45	0	Don't Give Up	Blackstreet (J)	65	24	Uchi! The End Of Time	Blackstreet (J)
22	0	Take That	Jay-Z (J)	46	0	Don't Give Up	Blackstreet (J)	66	25	Loach Or Chaser	Blackstreet (J)
23	0	Hey Hey	Jay-Z (J)	47	0	Don't Give Up	Blackstreet (J)	67	26	Uchi! The End Of Time	Blackstreet (J)
24	0	Miss Collins	Jay-Z (J)	48	0	Don't Give Up	Blackstreet (J)	68	27	Loach Or Chaser	Blackstreet (J)
25	0	This Is Me	Jay-Z (J)	49	0	Don't Give Up	Blackstreet (J)	69	28	Uchi! The End Of Time	Blackstreet (J)

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AUGUST 4
2001

Billboard Hot Dance Music

Most Singles Sales, Top Electronic Albums and Breakouts are compiled from a national sample of retail stores whose reports collected, compiled, and provided to



Club Play

LAST WEEK	2 WEEK AGO	WEEKS ON	TITLE	Imprint & Number/Distributing Label	ARTIST
1	1	1	KEEP CONTROL	1 (Weeks on chart)	1 (Weeks on chart)
2	5	8	LIVE TO TELL	1 (Weeks on chart)	1 (Weeks on chart)
3	6	5	I GOT MY PRIDE	1 (Weeks on chart)	1 (Weeks on chart)
4	7	17	PLANETS OF THE UNIVERSE	1 (Weeks on chart)	1 (Weeks on chart)
5	8	15	WE COME 1	1 (Weeks on chart)	1 (Weeks on chart)
6	9	20	SOMEONE TO CALL MY LOVE	1 (Weeks on chart)	1 (Weeks on chart)
7	3	4	NEVER ENOUGH	1 (Weeks on chart)	1 (Weeks on chart)
8	12	16	THE UNDERGROUND	1 (Weeks on chart)	1 (Weeks on chart)
9	10	14	SUNSHINE	1 (Weeks on chart)	1 (Weeks on chart)
10	4	2	PLAY	1 (Weeks on chart)	1 (Weeks on chart)
11	15	24	YOU SET ME FREE	1 (Weeks on chart)	1 (Weeks on chart)
12	5	3	LADY MARMALADE	1 (Weeks on chart)	1 (Weeks on chart)
13	16	27	HEARD IT ALL BEFORE	1 (Weeks on chart)	1 (Weeks on chart)
14	26	3	THANK YOU	1 (Weeks on chart)	1 (Weeks on chart)
15	21	30	ROMEO	1 (Weeks on chart)	1 (Weeks on chart)
16	22	26	ELECTRIC AVENUE (REMIXES)	1 (Weeks on chart)	1 (Weeks on chart)
17	11	11	UP IN THE AIR	1 (Weeks on chart)	1 (Weeks on chart)
18	32	38	RUNNING (REMIXES)	1 (Weeks on chart)	1 (Weeks on chart)
19	29	31	INSIDE YOUR SECRET	1 (Weeks on chart)	1 (Weeks on chart)
20	30	34	YOU ARE ALIVE	1 (Weeks on chart)	1 (Weeks on chart)
21	20	7	DRUMS COME ALIVE	1 (Weeks on chart)	1 (Weeks on chart)
22	17	12	IT'S GONNA BE ALRIGHT	1 (Weeks on chart)	1 (Weeks on chart)
23	18	6	SWEET SURRENDER	1 (Weeks on chart)	1 (Weeks on chart)
24	34	9	NAME OF THE GAME	1 (Weeks on chart)	1 (Weeks on chart)
25	14	9	BURBANK & JUMPIN' (THE MICHAEL T. DIAMOND MIX)	1 (Weeks on chart)	1 (Weeks on chart)
26	25	22	RELAX (REMIXES)	1 (Weeks on chart)	1 (Weeks on chart)
27	19	1	I FEEL LOVED	1 (Weeks on chart)	1 (Weeks on chart)
28	13	10	HIDE U	1 (Weeks on chart)	1 (Weeks on chart)
29	35	43	OOH LA LA	1 (Weeks on chart)	1 (Weeks on chart)
30	26	18	9	1 (Weeks on chart)	1 (Weeks on chart)
31	33	6	BABY, COME OVER (THIS IS OUR NIGHT)	1 (Weeks on chart)	1 (Weeks on chart)
32	37	45	IT'S ALRIGHT	1 (Weeks on chart)	1 (Weeks on chart)
33	27	25	RISING	1 (Weeks on chart)	1 (Weeks on chart)
34	40	48	KEEP IT COMING	1 (Weeks on chart)	1 (Weeks on chart)
35	38	44	ALONE	1 (Weeks on chart)	1 (Weeks on chart)
36	47	2	TELL ME WHO	1 (Weeks on chart)	1 (Weeks on chart)
37	19	19	SURVIVOR	1 (Weeks on chart)	1 (Weeks on chart)
38	42	47	REMEMBER ME	1 (Weeks on chart)	1 (Weeks on chart)
39	36	40	DJ	1 (Weeks on chart)	1 (Weeks on chart)
40	23	12	TOUCH ME	1 (Weeks on chart)	1 (Weeks on chart)
41	41	3	J-WONDER	1 (Weeks on chart)	1 (Weeks on chart)
42	34	8	EVERYTHING YOU NEED	1 (Weeks on chart)	1 (Weeks on chart)
43	31	13	STAND STILL	1 (Weeks on chart)	1 (Weeks on chart)
44	34	13	YOU'RE THE WORST THING FOR ME	1 (Weeks on chart)	1 (Weeks on chart)
45	36	1	ALLEGRIA	1 (Weeks on chart)	1 (Weeks on chart)
46	31	21	DEBS	1 (Weeks on chart)	1 (Weeks on chart)
47	49	2	ELEVATION	1 (Weeks on chart)	1 (Weeks on chart)
48	48	1	TUK TAKI	1 (Weeks on chart)	1 (Weeks on chart)
49	50	2	RIGHT BACK ON YOU	1 (Weeks on chart)	1 (Weeks on chart)
50	44	1	A WHITER SHADE OF PALE	1 (Weeks on chart)	1 (Weeks on chart)

Maxi-Singles Sales

LAST WEEK	WEEKS ON CHART	TITLE	Imprint & Number/Distributing Label	ARTIST	
			🏆 NUMBER 1 🏆	1 (Weeks on chart)	
1	1	ALL OR NOTHING	🎧 Jive 35075	👉 Jive 🏆 J-Town	
2	8	4	BOOTYLICIOUS	🎧 Columbia 7002578	Destiny's Child
3	NEW	1	LOVEBOY	🎧 Jive 35075	Mariah Carey Featuring Come
4	2	3	FILL ME IN	🎧 Atlantic 66496 68024	👉 Craig David
5	5	13	WHAT IT FEELS LIKE FOR A GIRL	🎧 MCA 62002	Madonna
6	4	4	STRANGER IN MY HOUSE	🎧 Jive 35075	Tania
7	3	12	SURVIVOR	🎧 Columbia 7002578	Destiny's Child
8	6	7	THIS IS ME	🎧 Real Gone 70025	Dream
9	9	9	I DO!!	🎧 Jive 35075	Toys
10	10	10	BY YOUR SIDE	🎧 EMI 1027	Sade
11	7	15	PLANETS OF THE UNIVERSE	🎧 Peacock 00250/Peacock	Stevie Nicks
12	11	11	A WHITER SHADE OF PALE/A QUESTION OF HONOUR	🎧 New Line 5000	Sarah Brightman
13	12	12	DREAM ON	🎧 MCA/Reprise 44828/Reprise	Depeche Mode
14	NEW	1	RUNNING (REMIXES)	🎧 Tommy Boy Blue Label 2200 Tommy Boy	Information Society
15	13	14	MUSIC	🎧 Atlantic 66496/Atlantic	Madonna
16	14	16	SANDSTORM	🎧 Gramercy 6017/Gracy	Duran
17	15	16	LOVE DON'T COST A THING	🎧 EMI 1027	Jennifer Lopez
18	17	22	CASTLES IN THE SKY	🎧 Peacock 2200	Ice Via Dual Featuring Mariah
19	16	13	WHERE THE PARTY AT	🎧 Jive 35075/Columbia 7002578	Jagged Edge With Kelly
20	21	23	LADY (HEAR ME TONIGHT)	🎧 Jive 35075	👉 Moby
21	16	19	DESERT ROSE	🎧 Atlantic 66496	Sting Featuring Chaka
22	19	11	STAR 69 (WHAT THE P**K)	🎧 Jive 35075/Atlantic 66496	Fetty Blue Featuring Roland
23	21	19	I TURN TO YOU	🎧 Jive 35075	👉 Michael C
24	22	23	DO NOT TELL ME	🎧 Atlantic 66496	👉 Shakira
25	24	20	DIVE IN THE POOL (THE SOAKIN' WET REMIXES)	🎧 New Line 5000/Peacock	Berry Harris Feat. Pepp

1. The week's greatest sales as of July 29. 2. The week's greatest sales as of July 29. 3. The week's greatest sales as of July 29. 4. The week's greatest sales as of July 29. 5. The week's greatest sales as of July 29. 6. The week's greatest sales as of July 29. 7. The week's greatest sales as of July 29. 8. The week's greatest sales as of July 29. 9. The week's greatest sales as of July 29. 10. The week's greatest sales as of July 29. 11. The week's greatest sales as of July 29. 12. The week's greatest sales as of July 29. 13. The week's greatest sales as of July 29. 14. The week's greatest sales as of July 29. 15. The week's greatest sales as of July 29. 16. The week's greatest sales as of July 29. 17. The week's greatest sales as of July 29. 18. The week's greatest sales as of July 29. 19. The week's greatest sales as of July 29. 20. The week's greatest sales as of July 29. 21. The week's greatest sales as of July 29. 22. The week's greatest sales as of July 29. 23. The week's greatest sales as of July 29. 24. The week's greatest sales as of July 29. 25. The week's greatest sales as of July 29.

AUGUST 4
2001

Billboard Hot Dance Breakouts

Club Play		Maxi-Singles Sales	
BOOTHYLOUS Destiny's Child Columbia		REMYNCIA' Salsoul Featuring CoCo Pezision Next Step	
LOVE'S ON TIME Barbara Tucker Capitol Nashville		THE UNDERGROUND Rhythm Masters Tommy Boy Street Label	
LOVERBOY Mariah Carey Featuring Cameo Arista		THANK YOU Dido Arista	

Billboard Top Electronic Albums

LAST WEEK			WEEKS ON		TITLE	
ARTIST					Imprint & Number/Distributing Label	
					1 (Weeks on chart)	
1	1	4	VARIOUS ARTISTS		Totally Dances	
					Warner Bros./Atlantic 14729-1 (10/98)	
2	6	6	SOUNDTRACK		Lara Croft: Tomb Raider	
					Eternity/Atlantic EIC	
3	5	5	THE WISEGUYS		The Antidote	
					Venus/BMG 9046-2 (10/98) (10/98) &	
4	6	6	VARIOUS ARTISTS		Trance Party (Volume One)	
					Mercury 2002	
5	4	4	TRICKY		Blowback	
					Polygram 702288	
6	5	4	BASEMENT JAXX		Realty	
					Epic 104327-2 (10/98) (10/98) &	
7	3	6	PAUL OAKENFOLD		Swordfishtrombones: The Album (Soundtrack)	
					Warner Bros./14729-1 (10/98) (10/98) & Warner Bros.	
8	7	6	DAFT PUNK		Discovery	
					Epic 104488	
9	10	6	LOUIE DEVITO		N.Y.C. Underground Party Volume 3	
					Epic 104553	
10	9	2	FAITHLESS		Dutropective	
					Chrysalis 141127-1 (10/98) &	
11	12	6	DJ SCRIBBLE		Essential Spring Break - Summer 2001	
					Epic 104554 (10/98) (10/98) & Warner Bros.	
12	11	6	AIR		10,000Hz Legend	
					Mercury 103297-1 (10/98) (10/98) &	
13	3	3	RICHARD "HUMPTY" VISSON		Dance That DJ Made My Day	
					Warner Bros./Atlantic 14729-1 (10/98) &	
14	NEW	1	VARIOUS ARTISTS		Cafe Del Mar Volume Eight	
					MCA 104555	
15	14	6	RAY MUNNS		Ray's Heaven	
					Mercury 104556	

1. The week's greatest sales as of July 29. 2. The week's greatest sales as of July 29. 3. The week's greatest sales as of July 29. 4. The week's greatest sales as of July 29. 5. The week's greatest sales as of July 29. 6. The week's greatest sales as of July 29. 7. The week's greatest sales as of July 29. 8. The week's greatest sales as of July 29. 9. The week's greatest sales as of July 29. 10. The week's greatest sales as of July 29. 11. The week's greatest sales as of July 29. 12. The week's greatest sales as of July 29. 13. The week's greatest sales as of July 29. 14. The week's greatest sales as of July 29. 15. The week's greatest sales as of July 29.

Nashville Scene

TV NEWS: *Grand Ole Opry* live, the televised segment of the *WSM Grand Ole Opry*, will move from its long-time home on TNN to sister network CMT, beginning Aug. 18. The program had been running on TNN since 1985. It is telecast live from Nashville's Grand Ole Opry house. With the move to CMT, the show will expand from 30 minutes to one hour and will mix behind-the-scenes segments with the live performances. It will be telecast three times per weekend. Both TNN and CMT are part of Viacom's MTV Networks.

Meanwhile, *WSM-A* Nashville morning host **Bill Cody** has been tapped to host a new classic-country video show on Great American Country (GAC). The show, *GAC Classics*, will air weekdays 9 a.m.-11 a.m. and 8 p.m.-9 p.m. (EST), beginning in early August. **Keith's Tamara Saviano** will be executive producer.

ARTIST NEWS: Texas country artist **Cory Merrill** filed suit July 16 against retailer **Larry Thompson** of Ralph's Records, Tapes & CDs in U.S. District Court for the Northern District of Texas. The suit alleges that Thompson produced and sold pirated copies of Merrill's releases, *The Cory Morrow Band—Texas Time Train*, which was released in 1995 and is currently not available at retail. Morrow, who seeks \$150,000 in damages, says the early recording is not representative of the quality of his more recent work and wants it out of circulation.

Tyler England has split with Capitol Records after one album. He previously recorded for RCA.

Eighteen female country music artists are participating in Kellogg's Driving 'Em Crazy campaign. The artists are being featured on boxes of several of the company's cereal brands promoting three compilation CDs with six artists featured on each disc. The CDs are being sold for \$1.99 and a cereal-box proof of purchase seal. The campaign is being supported with in-store displays, a national radio campaign, and a Sunday newspaper insert that will appear Aug. 12. Participating acts include **Jo Dee Messina**, **Chely Wright**, **Shelby Lynne**, **Terri Clark**, **Ruby Lusk**, **Lee Ann Womack**, and **Jessica Andrews**.

George Jones makes a guest appearance on *Confederate Railroad*'s upcoming album, *Unleashed*, due Aug. 28. Jones performs on the track

"She Treats Her Body Like a Temple." Also, **David Allan Coe** makes a guest appearance on the song "Still One Outlaw Left."

Randy Travis has teamed with Image Entertainment to release the first live concert recording of his career, *Randy Travis Live: It Was Just a Matter of Time* is due Aug. 28 on DVD Video, VHS, CD, and audiocassette. The set was recorded last December at a concert in Anaheim, Calif., and features 25 songs. The DVD includes a tribute to Travis from former President **George Bush**.

Keb' Mo's new single, "I'm a Survivor," will be the theme song of her new WB sitcom, *Reba*, which premieres this fall.

ON THE ROW: Industry veteran **Anne Weaver** joins the team at Nashville-based Emergent Music Marketing as VP of promotion. She will continue working her current project, *Edict Records* artist **Michael Mann**, through Emergent. Weaver most recently was national director of promotion at Dreamcatcher Records and previously was VP of promotion at Mercury. Emergent clients include **VFR**, **Sugar Hill**, **Dualtone**, **WE Records**, and **Radio Records**.

After buying **Tim Rushlow's** self-titled album from the now-defunct Atlantic Records Nashville division, Nashville-based indie *Scream Records* has retained five country promotion veterans to work the single "Crazy Like I" to radio. They are former Giant staffers **Fritz Kuhlman** and **Dick Watson** and ex-Atlantic staffers **Lee Adams**, **Jon Lobe**, and **Jim Dorman**. The album will be re-packaged with the new title *Crazy Like I* and will be rereleased in the fall through *Scream's* distribution agreement with Navarre.

The Christian Country Music Assn. Awards are scheduled for Nov. 1 at the Ryman Auditorium in Nashville.

SIGNINGS: Harstine Music Group has signed **Jimmy Ritchey** to a songwriting deal. Ritchey is a multi-instrumentalist who has toured with **Bobby Bare**, **Del Reeves**, **Ferlie Husky**, **Tim Rushlow**, and **Mindy McCreedy**.

Curb artist **Jeff Carson** has joined the artist roster of Webster & Associates public relations for media representation. His *Real Life* album is due Sept. 4.

Tammy Cochran signs with Buddy Lee Attractions for booking representation. . . . Relentless Nashville artist **Valerie DeLaCruz** has signed with Rising Star Promotions for booking.

COVER

DreamWorks' Keith Links With Fans via 'Chain' Of Awards, Hit Singles

BY PHYLLIS STARK

NASHVILLE In the eight years since his recording career began, **Toby Keith** has emerged from the chorus of hat acts as an artist who makes unusual—even brave—musical choices. While industry recognition has come slowly, Keith has been successful since his first single, "Should've Been a Cowboy," hit No. 1 in 1993.

Until this year's Academy of Country Music (ACM) Awards, however, Keith had won only major industry awards. He made up for it that night by landing two top honors—album and male vocalist of the year.

"I feel like now I've not only got my label [DreamWorks] on my side, but I've got the industry and the fans," Keith says. "I've always wanted to be a major player, and I've always felt I was overlooked—like no matter what I had or accomplished, nobody cared."

After selling 1.5 million records without any industry awards, Keith says, he decided, "The industry don't dig what I do, so I've just got to go and do my thing." His last album, 1999's *Platinum-selling/How Do You Like Me Now?*, changed all of that. "Now people are like, 'He ain't going to go away. He does write his own stuff. He doesn't compromise and fill an album up with songs the label wants him to do.' I deserve to stand here today and say I carved my own niche."

FOLLOWING HIS HEART

Keith says sticking to his own path as an artist is finally paying off for him: "It's an old, tried-and-true thing, but you've got to do what you do best and stay with what you believe in in your heart. If it doesn't work, you're not going to be happy with your A&R department bringing you some lame, middle-of-the-road, radio-safe ballad. OK, you're a hit, but you're going to go out, and it's not going to be real on the road, and you're going to be done in a couple of years."

By following his own heart, Keith has released six albums—including a 1998 first-hits package that peaked at No. 5 on Top Country Albums—two of which have sold gold, the other four platinum. While he has yet to score a No. 1 album, despite five that went top 10, he has landed five No. 1 singles, as well as 12 more that cracked the top 10. His current single, "I'm Just Talking About Tonight," is bulletted at No. 5 on this issue's Hot Country Singles & Tracks. It is the debut track from *Pull My Chain*, his upcoming DreamWorks label release.

Pull My Chain, packed with potential hits and the kind of macho swagger Keith has become known for, may well surpass all his past successes. The album, due Aug. 28, was co-produced by Keith and DreamWorks principal

executive James Stroud.

Keith wrote all but three of the 13 songs on the album, most with long-time collaborator **Chuck Cannon** or new writing partner **Scott Emerick**. A bonus track, "Gimme 8 Seconds," was co-written by Keith and **Bernie Taupin** and will be the theme for an upcoming CBS-TV special about professional bull riding.

Keith says he had the benefit of the label's trust and creative control on this album. "I don't think there is anybody else in town that has as much creative freedom as I have at DreamWorks," he says. "The week before I went in and cut [the album], James had a great band put together, and he had not heard one single



KEITH

song. This is a very important album to DreamWorks. It's a big effort on everybody's part, and the whole label just stood back and said, 'T, bring it in here.' They're that comfortable with me, and I'm that comfortable with making my music."

The second single from *Pull My Chain* will be the hilarious **Bobby Braddock**-penned male attitude anthem, "I Wanna Talk About Me," that's more rap-sung than song. "There ain't nobody in town [that's] got balls enough to do this song," Keith says. "I'm your huckleberry."

Keith says he knows he's "going to get banged a little" for cutting it. "They're going to call it a rap, [although] there ain't nobody doing rap who would call it a rap." But he defends his choice: "I'm a country boy, and I sing American music. We're the only industry in the music business that has to stand on our roots to get any respect. I2 is not out doing Chuck Berry songs. Limp Bizkit's not doing Buddy Holly songs. But they expect our music to sound like Hank Williams and Merle Haggard. We can't all sound like our past."

While perhaps a risky choice for a single, "I Wanna Talk About Me" follows in the footsteps of Keith's other risky yet rewarding ventures, including a remake of Sting's "Smoochy I Can't Stop Crying," a duet with Sting that earned a Grammy nomination,

and the oddball "Getcha Some," which peaked at No. 18 but forced many in the industry to take notice of Keith, some for the first time.

"Toby has made some great career decisions lately," says KNCI Sacramento, Calif., operations manager **Mark Evans**. "The last album was his best yet. It's moved up the ladder of success and is now one of our format's top artists. He's also stayed fresh and creative with his music and avoided the 'sounds like his last hit' syndrome, which is another tribute to his talent."

RISKS LEAD REWARDS

KMFL Phoenix PD **Jeff Garrison** says Keith is "getting divided into his career. I was happy he received the recognition he deserves for his years of hard work at the ACMs. His record speaks for itself. Not only is Toby one of country's best singers, he continues to write huge hits. He has had patience. Now he is seeing the rewards."

According to DreamWorks head of marketing **Johnny Rose**, the four-month-long marketing plan for *Pull My Chain* encompasses a tie-in with Philadelphia-based POC Marketing, which is airing Keith's current video in stadiums and arenas, at sporting events, and on TV sports wrap-up shows. "Keith's team will be part of Universal Music and Video Distribution's 'strike force field merchandising priority,'" a status Rose says will give it "high visibility at retail." New-release banners went up July 20 at retail, country dance clubs, and Western-wear stores. There is also an Internet campaign under way on "all the major music sites and portals."

Keith is also getting much visibility as part of the Brooks & Dunn *Now Circus and Wild West Show*. **Rose** says, "They've performed for close to half a million people, and Toby's told every one of these people when the album is coming out."

DreamWorks head of promotion and artist development **Scott Borchart** says the radio set up for the album includes a *Worm* premier on *Real American Country Countdown* host **Boo Kinsley** the weekend before the album's release and another with syndicator **Jones Radio Networks**.

On street date, the label will tie in with country station **WUSN** (95.9) Chicago for a live broadcast with Keith from the Virgin Megastore on Michigan Avenue, then fly back to Nashville for his second appearance on *CMT's Most Wanted Live*. On Sept. 8, Keith will be the first artist featured on the new CMT series *CMT Top 10 Release*.

Keith is managed by TK Kimbrell of TKO Artist Management and booked by Monterey Peninsula Artists. His music publishing is with his own *Toekeo Tunes*.

Top Country Albums

The top selling albums compiled from a national sample of retail store, mail, merchant, and internet sales reports collected, compiled, and provided by

[illegible][illegible]

Top Country Catalog Albums

[illegible]

Notas

ADIOS, AZUL: Citing differences with record label Sony Music, Bolivian band *Azul Azul*, best known for its hit "La Bomba," has dissolved, confirms the band's manager, Juan Carlos Zambrana, who is also brother to lead singer/songwriter Fabio Zambrana Marchetti—whose version of "La Bomba" has been covered by multiple bands (such as King Africa and Jump) in addition to topping the *Billboard* Hot Latin Tracks chart.

An English-language version of the song, performed by yet another band, is at the root of Zambrana's dispute with Sony. Calls to Sony for comment were referred to Sony Chile, which signed the band. But managing director Eduardo Weisse was on vacation and therefore unavailable.

In a letter addressed to Sony Music Chile dated July 12, Marchetti requested a release from his contract. Previously, in a letter to Sony Music International dated June 8, Zambrana had also requested a release. But in a June 20 reply, Sony denied that request. Meanwhile, *Azul Azul* still exists—at least long enough to fulfill promotional obligations through the month of July.

A FRIENDLY GESTURE: Ironically, neither *Azul Azul* nor "La Bomba," perhaps the most widely heard Latin song of the year worldwide, garnered any Latin Grammy nominations. *Azul Azul* could have easily merited a place in the best new artist category, but even without its inclusion, that slot has turned out to be one of the most interesting and contested, in the Latin Grammys. Perhaps the biggest surprise in a category that includes *Bacilos*, *Bebel Gilberto*, and *Juanes* is *Sindicato Argentino Del Hip Hop* and *ranchera* singer *Manuel Vargas*. Vargas especially is an anomaly in a genre dominated by pop. But his overpowering voice merits his entry.

"My genre has always been ranchera, and that's my style," says Vargas, who sings with *Manuel Vargas* and a symphony orchestra on his debut album, *Amor* (Seven Rivers Music). Vargas, who is a distant relative of the original Mariachi Vargas founder, joined the group 10 years ago as a singer/violinist and last year decided to branch out on his own. He paid for the album's production and enlisted the help of his former group, as well as local symphony musicians.

"They did it out of friendship, and that's why it sounds so good," says Vargas, who got a discount from his bud-
 dy as he sent to 401 Congress Road, Suite 466, Key Biscayne, Fla. 33149.

by Leila Cobo

Seven Rivers. Next, he plans to tour with his own mariachi group, *Los Caporales*, based out of San Antonio.

PRODUCER ALFANNO: Songwriter Omar Alfanno is taking his music a step further: "From now on, what I write, I want to produce," says Miami-based Alfanno, who created

Dreams Factory Production for that purpose. Although Alfanno plans to take things on to play things on a song-by-song basis (current projects include tunes for *Thalia*, *Giselle*, *Noelia*, and *Melina León*), he recently produced an entire album for *Eddie Santiago* and is also writing for Marc Anthony's upcoming salsa disc. "For Marc, I'm writing like never before," he tells *Billboard*.

OTHER NOTAS: Former record execs *Fernando Romero* and *Miguel Díaz* have joined to create independent radio promotion company *Los Promotores FM*. Los Angeles-based *Los Promotores* has been in business for the past month, promoting a roster that includes *Ramón Ayala*, *José Parfías*, *Serrade* and *La Costumbre* (Hollywood Records), *Trammas* (AD Records), and *Los Amigos Invisibles*.

Díaz, who is now president of *Los Promotores*, was previously VP of promotions for the West for *EMI Latin*, while current VP *Romero* last worked as promotions manager for regional Mexican music for Sony. Current promotions manager *Arturo Franco* was previously with *Luna Music* and Sony.

Liberman Broadcasting has continued its current expansion trend with the launch of radio station *KTNM/VOX La Raza* 98.5 and 103.3 FM in Houston. Both stations, which went on the air July 4, simulcast a contemporary Hispanic adult format targeting Hispanic adults 18-49 and young adults 18-34. "We thought this would garner the highest audience," says *Eddie León*, programming VP for Liberman. "We're the only hardcore regional Mexican station here."

The two new stations were purchased by Liberman from Clear Channel. The company also purchased *AM station 1230*, Radio Ranchero, which airs traditional Mexican music—for a total of nine radio stations.

Leila Cobo may be reached at 305-361-5279 or lcobo@billboard.com. Material may be sent to 401 Congress Road, Suite 466, Key Biscayne, Fla. 33149.

BY ENRIQUE LOPETEGUI

For years, young *Nidia Rojas* had been the female voice of mariachi. Seemingly the most visible such singer, she could pack concerts easily, even if that didn't translate into massive popularity. *Nidia Rojas* (Arista), her 1996 debut, was her brief—and only—visit to the charts, peaking at No. 50 on The *Billboard* Latin 50.

Now 21, Rojas, who started her professional career at age 10, is growing up. After two solid but unspectacular mariachi albums—*Florencia* in '97 and the Latin Grammy-nominated *Si Me Conocieras* in '99, her first with Hollywood Records—she has decided to record a completely pop album. It was a sensible move for a singer who has been ready to hit it big for a few years now.

"I'm Mexican but also American," says the artist, who resides in Hacienda Heights, Calif. "I love mariachi, but I also like to hip-hop."

The concept for her pop debut, *Nidia* (due Aug. 7 on Hollywood), was hardly unique: It's a tribute to Mexican musical hero Juan Gabriel. What's original and effective about *Nidia* is its approach. It is more of a tribute to the songs and to Rojas' voice than to Juan Gabriel himself.

"I didn't go for the big hits," Rojas says. "I recorded the ones I felt more comfortable with. We wanted something different."

Juan Gabriel was directly involved in the project, and he ended two songs with Rojas in the studio, including the single "No Vale La Pena," something he has seldom done for previous tributes. (Although in what can only be deemed unfortunate timing, he also recorded two songs with *Los Tri-O* of their recent BMC release, resulting in diminished lustre for both Rojas and the Colombian vocal group.)

Four versions of the track were sent to radio stations across the country and Puerto Rico June 26, including a pop and a *ranchera* version (minus Juan Gabriel).

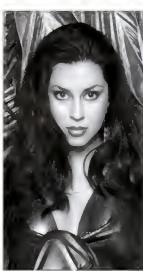
"We won't leave any stone unturned," says Joe Trivino, marketing VP of Latin for Hollywood Records. "She's fluent in both English and Spanish, and we'll market her in both worlds, including places she's never been to before, like Miami and Puerto Rico radio stations."

'SHE HAS WHAT IT TAKES'

"We only represent a few artists," says Ralph Hauser, Rojas' manager and the head of Hauser Entertainment, which manages the careers of such heavyweights as Juan Gabriel, Vicente Fernández, Alejandro Sanz, Juan Sebastian, and Ana Gabriel.

"We chose her as our first young talent, because we feel she has what it takes to become a success. We'll take care of her and provide her with the support and environment. She's the company's future."

Hollywood's Rojas Pays Pop Tribute To Juan Gabriel



'Whether mariachi or pop, it's the same voice. But I like it when people tell me about [the mariachi vibe]. Ranchera is a part of me, and I'll never let that go.'

—NIDIA ROJAS

Nidia shows Rojas' most soulful side yet. While her mariachi albums document Rojas' skills as a legitimate heir to the long tradition of great female ranchera singers, the strengths of *Nidia* are Rojas' conviction in going toe-to-toe with Juan Gabriel and above-average production value for a pop debut.

Carlos Cabral Jr. (Ana Gabriel, Arjona) enhanced Rojas' sound with multilayered vocals that emphasize the singer's perfect

pitch, creating a hypnotic ranchera string-like effect.

"This girl's *baaard*," says Cabral from his studio in Mexico City. "This is one of the best albums—I'm not the best—I've ever made."

For the opening of Juan Gabriel and Christina Castro's upcoming joint tour.

MARIACHI VS. POP

Despite its pop leanings, the album has enough of a mariachi feel to please the purists who like the "old" Rojas.

"Whether mariachi or pop, it's the same voice," Rojas says. "But I like it when people tell me about [the mariachi vibe]. Ranchera is a part of me, and I'll never let that go."

From a business perspective, the album seems a deliberate move to take Rojas to a greater audience and finally break her into the charts.

"People's tastes have changed a lot," says Tony Campos, PD of WMMJ-FM, the top-rated Spanish-language radio station in Miami. "Nobody cares where you're from anymore. And the single has great potential not only for her fans on the West Coast but all over the country and even overseas."

Although *Rojas'* Juan Gabriel repertoire offers radio plenty to choose from, the backbone of the album is the singer's voice and personality. "She has respect, dignity, and intelligence—not terms you usually associate with recording artists, unfortunately," says Hollywood senior VP of A&R/Latin Cameron Randle, who signed Rojas to Arista when she was 15. "She approaches her art with unusual respect. She brings a very delicate balance between substance and style to this project."

She also brings endurance. Last December, in the middle of the recording process, Rojas' father died. The unexpected passing, just before Christmas and just before her 21st birthday, was a heavy blow.

"I saw him five hours before he died," Rojas says about their last encounter. "I was in the hospital, at his side, at around 4 a.m. on a Friday night. I put the headphones on him and played the single. He loved it. He told me that he loved me, and I told him that I loved him. Pretty much we said goodbye, and I felt I was going to die with him. But somehow, I felt the urge to keep recording immediately and dedicate the album to him."

"She came back to the studio a stronger person," Randle says. "It is a statement of what she's made of, even though she's so young. She's paid her dues for so long. Now she played the single to a rave in the form of acceptance and acclaim for this record."

Label sources confirmed plans for an all-English album, but that's not an immediate priority. Rojas says, "I'm not ready to do that. The only thing in my head and heart."

Sony Tribute Affirms Rodrigo's Iconic Status

BY MARCELO FERNANDEZ BITAR
BUENOS AIRES—On June 24, 1935, a fatal plane crash in Colombia made an instant legend out of tango singer Carlos Gardel, who is still mourned every year by an entire continent.

Sixty-five years later to the day, tropical star Rodrigo Bato, 27, died

in a car crash and, in the process, became an iconic figure, achieving enormous sales even in the midst of Argentina's deep recession.

On the anniversary of Rodrigo's death, a crowd of 50,000 walked in a procession-like manner to the sanctuary, singing his catchy, rhythmic rhy-

mic songs and pouring bottles of beer, his favorite drink, near his statue.

To commemorate this first anniversary, Sony Music has released *Todos Amigos Con Rodrigo*. The tribute album contains reworked duet versions of the tracks on *Sabroso*, Rodrigo's only Sony album (released in 1995). Recording from different cities throughout the world, such artists as Celia Cruz, Valeria Lynch, and Luciano Pereyra added their vocals to the *Sabroso* originals.

The album, already gold in Argentina for sales of 30,000, is just the latest example of the Rodrigo phenomenon. On April 12, the movie *Rodrigo, la Película* opened nationwide at a record-breaking 136 theaters

and drew 108,000 attendees on the first weekend. On TV, Rodrigo's concerts are rebroadcast weekly on the Azul and America networks, and in June, the special *Rodrigo, la Historia* was seen by nearly 1 million viewers.

At the time of his death, Rodrigo—whose band has since split into two groups, La Banda del Potro (Leader Music) and Auténtica Banda de Rodrigo (Magenta)—had released 11 albums with total sales of 1 million, thanks to recent crossover success into pop radio and mainstream media. One month later, his sales had quintupled, according to Universal, Sony, and Magenta, the three record labels that owned his catalog; his final album of new material, *Magenta's A 2000*, has



RODRIGO

sold 1.6 million copies.

Among the subsequent compilations are Universal Music's *Estrella Multicolor*, featuring songs from Rodrigo's early PolyGram days, and Magenta's *Cuartetero y Cordobés, Grandes Éxitos, El Rodrigo Mix*, and a CD-ROM. This year, Magenta initiated its "Historia de Rodrigo," consisting of four live albums and an outtakes collection.

AméricaLatina...

In Mexico: Former Menudo and Reencuentro member Johnny Losada will have to wait until the end of this year to release his long-planned new album. Losada has signed a new contract with Televisa to shoot 180 additional episodes of the soap opera *Amigos y Rivalés*, in which he has starred for the past eight months.

Country group Caballo Dorado will embark on a last-minute tour of Spain—not to promote its new album, *El Country Te Hard Bailar* (Warner), but to establish that the band is the original creator of such hits as "No Rompas Mi Corazón," "Payaso de Rodeo," "Arriba y Abajo," and others covered by El Coyote on Vale Records. Reacting to El Coyote, Warner has released Caballo Dorado's *Éxitos Releables* and taken the band to Spain. Formed in 1986, Caballo Dorado has long been performing country music in Spanish—including translated hits by Willie Nelson and Eddie Rabbit.

After signing a new contract with Fonovisa for three more albums, Los Temerarios will release the first—a compilation—in August. Titled *Agas (Jewels)*, it includes remakes of such hits as "Dímelo," "Tu Me Vas Alorar," and "Al Otro Lado del Sol." A new studio album will be ready before the end of the year. It will include "Quisiera," a song written by Adolfo Angel for the upcoming Televisa soap opera, *Salomé*. Los Temerarios recently finished a tour of South America. The band will continue to tour the U.S. and Mexico for the remainder of the summer. It will also perform Oct. 19-21 at the Auditorio Nacional in Mexico City, becoming the only *grupos* to play that venue, along with the enormous Foro Sol and Hard Rock Live. **TERESA AGUILERA**

In Argentina: Legendary Argentine singer Sandro, a hugely popular rock and ballad star of the '60s, has ended a two-year hiatus of absolute media silence and no interviews. He is marking his comeback with a series of sellout concerts that began July 6 at the 3,200-seat Gran Rex Theater. The concerts are scheduled to continue every weekend until September—a run that will break his 40-show record of 1998-99.

A delegation of organizers from Chile's popular Festival Internacional de la Canción de Viña del Mar visited Buenos Aires to announce a new exchange program with SADAIC, Argentina's songwriters' association. The agreement calls for more Argentine artists to perform live at the fest, as well as better promotion of the famous competitions showcased during the event.

After 10 years of political activity that include being elected governor for his hometown state of Tucumán, pop idol Palito Ortega has inked a contract with BMG for two albums and has once again entered recording studios in Miami. The first album will include new versions of his old hits, many performed as duets with the likes of Juan Gabriel ("La Felicidad"), Jerry Rivera ("Despeinada"), Rocío Dúrcal ("Sabor a Nada"), José Feliciano ("Lo Mismo que Usted"), Daniela Romo ("Corazón Contento"), and José Luis Rodríguez ("El Niño Perdido"). A concert tour is scheduled to kick off Dec. 10 at a soccer stadium in the state of Córdoba. Ortega is pop singer Emanuel Ortega's father. **MARCELO FERNANDEZ BITAR**

In Chile: The history of Los Tres, the most popular rock group in Chile of the '90s, will be the subject of the first music documentary on DVD Video to appear in Chile. Directed by Fernando Bandera, the multimedia disc will include footage of the group's farewell concerts in the cities of Santiago and Concepción. The DVD will be available later this year. **SERGIO FORTUÑO**

In Puerto Rico: Argentine rock act Bersuit is in the midst of touring Puerto Rico for the first time in its 14-year career. The band is playing 12 shows, including several as the opening act for Circo. The band will tour Mexico Aug. 5-20 and will later play 12 dates as part of the Watcha Tour. **RANDY LUNA**

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Latin Pop Airplay									
WEEK	WEEK	TITLE	ARTIST	WEEK	WEEK	TITLE	ARTIST		
			Interglobe/Promusic/Universal				Interglobe/Promusic/Universal		
1	1	ADRI	ADRI	2	2	DES CORRADES, DES HOSTIAS	Des Corrales		
2	2	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	3	3	NO VALE LA PENA	Enrique Bunbury		
3	3	SEGUIRE	SEGUIRE	4	4	WOLFE, JORGE A. M.	Wolfe, Jorge A. M.		
4	4	AMARAME VUELTO FUENTE	AMARAME VUELTO FUENTE	5	5	POPO UN BESO	Popo		
5	5	WOLFE, JORGE A. M.	WOLFE, JORGE A. M.	6	6	PARA MI VIDA BUENA	Para Mi Vida Buena		
6	6	YO VOY A SER MILLER	YO VOY A SER MILLER	7	7	BIEN O MAL	Biene O Mal		
7	7	PIRATES DEBIL	PIRATES DEBIL	8	8	POP	Pop		
8	8	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	9	9	OUTSIDER	Outsider		
9	9	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	10	10	ENCUENTRO A RARO	Encuentro A Raro		
10	10	YO VOY A SER MILLER	YO VOY A SER MILLER	11	11	LESLIE AND	Leslie And		
11	11	PIRATES DEBIL	PIRATES DEBIL	12	12	ROCKFESTIVOS	Rockfestivos		
12	12	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	13	13	AMARAME VUELTO FUENTE	Amarame Vuelto Fuente		
13	13	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	14	14	WOLFE, JORGE A. M.	Wolfe, Jorge A. M.		
14	14	YO VOY A SER MILLER	YO VOY A SER MILLER	15	15	POPO UN BESO	Popo		
15	15	PIRATES DEBIL	PIRATES DEBIL	16	16	PARA MI VIDA BUENA	Para Mi Vida Buena		
16	16	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	17	17	BIEN O MAL	Biene O Mal		
17	17	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	18	18	POP	Pop		
18	18	YO VOY A SER MILLER	YO VOY A SER MILLER	19	19	OUTSIDER	Outsider		
19	19	PIRATES DEBIL	PIRATES DEBIL	20	20	ENCUENTRO A RARO	Encuentro A Raro		
20	20	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	21	21	LESLIE AND	Leslie And		
21	21	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	22	22	ROCKFESTIVOS	Rockfestivos		
22	22	YO VOY A SER MILLER	YO VOY A SER MILLER	23	23	AMARAME VUELTO FUENTE	Amarame Vuelto Fuente		
23	23	PIRATES DEBIL	PIRATES DEBIL	24	24	WOLFE, JORGE A. M.	Wolfe, Jorge A. M.		
24	24	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	25	25	POPO UN BESO	Popo		
25	25	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	26	26	PARA MI VIDA BUENA	Para Mi Vida Buena		
26	26	YO VOY A SER MILLER	YO VOY A SER MILLER	27	27	BIEN O MAL	Biene O Mal		
27	27	PIRATES DEBIL	PIRATES DEBIL	28	28	POP	Pop		
28	28	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	29	29	OUTSIDER	Outsider		
29	29	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	30	30	ENCUENTRO A RARO	Encuentro A Raro		
30	30	YO VOY A SER MILLER	YO VOY A SER MILLER	31	31	LESLIE AND	Leslie And		
31	31	PIRATES DEBIL	PIRATES DEBIL	32	32	ROCKFESTIVOS	Rockfestivos		
32	32	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	33	33	AMARAME VUELTO FUENTE	Amarame Vuelto Fuente		
33	33	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	34	34	WOLFE, JORGE A. M.	Wolfe, Jorge A. M.		
34	34	YO VOY A SER MILLER	YO VOY A SER MILLER	35	35	POPO UN BESO	Popo		
35	35	PIRATES DEBIL	PIRATES DEBIL	36	36	PARA MI VIDA BUENA	Para Mi Vida Buena		
36	36	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	37	37	BIEN O MAL	Biene O Mal		
37	37	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	38	38	POP	Pop		
38	38	YO VOY A SER MILLER	YO VOY A SER MILLER	39	39	OUTSIDER	Outsider		
39	39	PIRATES DEBIL	PIRATES DEBIL	40	40	ENCUENTRO A RARO	Encuentro A Raro		
40	40	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	41	41	LESLIE AND	Leslie And		
41	41	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	42	42	ROCKFESTIVOS	Rockfestivos		
42	42	YO VOY A SER MILLER	YO VOY A SER MILLER	43	43	AMARAME VUELTO FUENTE	Amarame Vuelto Fuente		
43	43	PIRATES DEBIL	PIRATES DEBIL	44	44	WOLFE, JORGE A. M.	Wolfe, Jorge A. M.		
44	44	COMO DE CERA UNA HERIDA	COMO DE CERA UNA HERIDA	45	45	POPO UN BESO	Popo		
45	45	SEGUIRE, NADA MAS	SEGUIRE, NADA MAS	46	46	PARA MI VIDA BUENA	Para Mi Vida Buena		
46	46	YO VOY A SER MILLER	YO VOY A SER MILLER	47	47	BIEN O MAL			

Tropical/Salsa Airplay

WEEK	DATE	ARTIST	TITLE	WEEK	DATE	ARTIST	TITLE
		Impress/Prescription Label				Impress/Prescription Label	
4	3	ATL	CRISTIAN ANDERSON	30	20	OSCAR DINAMIS	NOVA NOSTALGIA
2	10	MC LUYNE	EL DUEÑO COME	31	27	MC LUIS DE SUAREZ DE M	NOVA NOSTALGIA
1	17	CONVO DE LA CLOUTIER AL CROAZON	VICTOR MARRIELLE	32	28	ABRAMADO MY PURITE	NOVA NOSTALGIA
4	24	CIN CABA BRITO	HENRI DUBOIS	33	29	DAVE	NOVA NOSTALGIA
3	31	CONGO BOUTANG	JOHN DUBOIS	34	30	LET ME BLON VA MIND	NOVA NOSTALGIA
5	7	PORO MO ME ANA	RICARDO SANTA ANA	35	31	TO DIES ALTA	NOVA NOSTALGIA
6	14	BEHANE	OLIVIERO ROSENBERG	36	7	CONVO PEI CAPAZ	NOVA NOSTALGIA
7	21	PULDER SECOR	RICARDO SANTA ANA	37	14	RODOLPHUS	NOVA NOSTALGIA
8	28	TAB D'ENHANGHO	RICARDO SANTA ANA	38	21	BEAN E M'AL	NOVA NOSTALGIA
9	5	SECRETO DE AMOR	ANGELITA VALENTA	39	28	EXPLORA	NOVA NOSTALGIA
10	12	ME LO D'ABRHO	VICTOR MARRIELLE	40	5	DELUTO	NOVA NOSTALGIA
11	19	ON AMOR AIS	JOHN DUBOIS	41	12	ONE OF JIMMY'S	NOVA NOSTALGIA
12	26	POUR DE AMOR	PULDER SECOR	42	19	ON AMOR AIS	NOVA NOSTALGIA
13	3	CONVO DE CUBA UNA VERIDA	JOHN DUBOIS	43	26	PROFETA	NOVA NOSTALGIA
14	10	MI SOL ME LUNA	JOHN DUBOIS	44	3	TO DIES ALTA	NOVA NOSTALGIA
15	17	ANGULO VALDO LA PERA	JOHN DUBOIS	45	10	BRIVE	NOVA NOSTALGIA
16	24	POP	JOHN DUBOIS	46	17	OSCARO EL AMOR DE AGADA	NOVA NOSTALGIA
17	31	CONVO LLEDO A TU AMOR	JOHN DUBOIS	47	24	VICTOR ANTON	NOVA NOSTALGIA
18	7	YO MO VOY ESA MILLER	JOHN DUBOIS	48	31	LADY MARMALADE	NOVA NOSTALGIA

Regional Mexican Airplay

WEEK	WEEK	TITLE	ARTIST	LAST WEEK	ARTIST	
			<i>Impregio/Protonation Label</i>		<i>Impregio/Protonation Label</i>	
1	1	NO ME CONOZCO AUN	PRINCE	20	BURRITO ME TENGO	Alfonso Del Sol (A3)
2	4	DISPREZANDO	LUPITA DÍAZ	70	EL ANJEL VANDADO	Ena Soriano del Puerto (Universal Latin)
3	2	MI TE PERDAS RUBIAN	CONJUNTO PROTONACION	1	LA BOMBIA	Regi (A3)
4	7	Y CAGASTE TU	BANDA EL RESECO	10	Y LA DESPUES	Protonacion
5	7	ME VES A CANTARME	PIPER PARRA	23	LA CALAMIDAD	Ramon Aguayo / J. David Sanchez
6	9	O ME VOY O TE VAS	MARC ANTONIO	25	SOLOZAO	Protonacion
7	10	JAMERITO MEO	JUAN BASTARDA	26	ME HAN CENSURADO	Los Trojes de la Musica (Protonacion)
8	11	LA GRAN NOCHE	LOS TIGUANES DE TIGUANIA	34	SEA PONGA TE AMO	WILMA VILLALBA (A3)
9	12	JAMAME	ROBERTO MARTINEZ	39	SUFIERO PENA	Los Tamarindos
10	13	PERO AMAR ASI	LUIS PRELUJO Y LOS BANDA PERA EL PACIFIC	40	PERSON PORQUE	La Armadora Bamba Bamba De Nueva Colombia
11	14	CASO VIO TE CANTARON MAS	BANDA EL RESECO	41	PERDON BURRO	A3B Concierto El Ciego Kumbia Reggae
12	15	EL ESPANTADO	EL ESPANTADO	42	QUE ME PASO A	Los Trojes de la Musica y Los Trojes de la Musica (Protonacion)
13	16	EL BOLLERUDO	EL BOLLERUDO	43	QUEVEN QUE LA INTENDIENDO	Protonacion
14	17	ME HE PERDIDO	EL ESPIRAL DE LA SERENA	44	TOQUE DE AMOR	Universal Latin
15	18	Y SIEMPRE BENDITO TU	ROBERTO MARTINEZ	45	ON CANTA	Regi (A3)
16	19	OLIMAR AMANTE	BANDA EL RESECO	46	CAPIZA BARRACADA	Contra De la Nueva Colombia
17	20	LA RUBIA	EL RESECO	47	BURRITO VA A PENSAR	Alfonso Del Sol (A3)
18	21	LA MUJER BUENA CANTA	ESTHER KANYA Y LOS BANDA PERA EL PACIFIC	48	PERO ME EN LO MALAGRANDADO	Los Trojes de la Musica (Protonacion)
19	22	LINDO	PRINCE	49	MIRA VIO	Protonacion
20	23	SIEMPRE BUENA	WILMA VILLALBA	50	ME CORDANDO	WILMA VILLALBA (A3)

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. A panel of 10 stations (12 Latin Pop, 18 Tropical/Salsa, 55 Regional Mexican) are electronically monitored five to six days a week. Songs ranked by Audience Impressions. **1** Records showing an increase in audience over previous week, regardless of chart movement. A record which has been on the chart for more than 30 weeks will generally not receive a buffer, even if it registers an increase in audience. Greatest gains are indicated with largest audience growth. If two records are tied in audience, each is placed by the number of stations it is placed first. Records below the top 20 are removed from the chart after 26 weeks. ¹Weekend addings: 62,001; 11,616; 1,341. Communications and Sound Studio.

The most popular singles and tracks compiled from a national sample of Universal Data Systems radio players



Atlantic Spotlights Harlem Salsa

BY LEILA COBO

A disc that sets out to explore the Cuban and Puerto Rican musical explosion in Spanish Harlem—touted as “New York’s answer to *Buena Vista Social Club*”—is being prepared for release in early 2002.

Un Gran Día en el Barrio, produced by RykoLatino co-founder Aaron Levinson, is set to come out on Atlantic Records with an accompanying concert component and a film.



“The objective is to rescue the music from Cuba and Puerto Rico that was created in New York from that point on and question why Spanish Harlem has been overlooked for so long,” Levinson says. “People now understand the beauty of Cuban music—now let’s get them to understand the other side.”

Levinson created a joint venture with Atlantic called Koshherican expressly for this project, and he put together the Spanish Harlem Orchestra as the featured musical group. At the core of the band are singers Frankie Vázquez, Hernán Oliviera, and Ray de la Paz.

REPERTOIRE SPANS DECADES

The album, which has already been recorded live, includes repertoire dating from 1947 (Pedro Flores’ “Obsesión”) and spans nearly four decades. Other tracks include “Somos Iguales” and “Aprende a Querer.”

Levinson says the album will contain an in-depth booklet detailing the history of the music, and its release will be followed by performances in a series of venues. A major TV network has also expressed interest in producing a special.

Levinson stayed away from such established Nuyorican stars as Tito Nieves and Marc Anthony because “I wanted to focus on the guys that were really the *callejeros* of salsa music. These aren’t crossover guys. They’re keeping the music alive,” he says. “There’s a lack of records coming out with a story. This album has a story.”

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Gracias... Gracias... Gracias...

Hey me desayuné y me desayuné con la novedad de que estoy nominado...
Primero, gracias a que quisieron decir eso, pero yo me explicaron
que es que cada uno tiene una casa de eso que parece llamado
que se llaman Grammys, he ahí un premio de música y me han leído,
porque así a la gente le gusta... que chido, que chido! así gustó!

Y en la noche, al darme, me tocó estar y en cuanto me vi
en un escenario grandísimo con mucha gente y muchas luces
y que una señora dijo: "¡El Morro por la categoría
'Mejor Disco Infantil'!"... ¡AY, MUCHAS!

Gracias, muchas gracias a todos. Abrazos! Estoy nominado,
pero ¡estoy como que gustó!

El Morro

[illegible]

Blue Notes

REACHING OUT: According to contemporary jazz keyboard player Keiko Matsui, "An entertainer has an opportunity to be a good use of people, so it is good to use that position to get in touch with people and raise awareness for a cause."

Matsui's *Deep Blue*, her first project for the Narada Jazz label, was released July 17. She has dedicated the tour that supports the recording to bringing attention to the Nation-



MATSUI

al Marrow Donor program, with a focus on reaching potential donors in the Asian, African-American, and Hispanic communities. While bone marrow and stem cell transplants are believed to be potential cures for such diseases as leukemia and aplastic anemia, it is acknowledged that there must be a near identical genetic match between donor and recipient. For that reason, marrow must be obtained from as wide a range of donors as possible.

"My fans come from many different ethnic groups," Matsui says, "so I know that through my music I can reach a lot of people and explain how important this cause is."

Along with *Deep Blue*, Matsui is releasing the four-song EP *Gift of Life* (Narada Jazz, July 31), with 100% of the EP's sales donated to the Y-ME Breast Cancer organization. *Gift of Life* features two previously unavailable solo Matsui piano tracks, along with *Deep Blue*'s "Crescent Night Dream" and "Between the Moons," which can be found on Matsui's 1999 release *Whisper From the Mirror*. Wherehouse Music is offering *Gift of Life* as a value-added bonus to purchasers of *Deep Blue*, while the national Good Neighbor Pharmacy chain has donated free shelf space to the EP, which will sell for a minimum donation of \$5.

Like much of Matsui's music, *Deep Blue* reflects the artist's childhood training as a classical pianist, flowing with softly legible runs and

gentle improvisations. Many of the melodies reference her Japanese heritage; for the first time, however, she has added subtle references to Mediterranean and African rhythms on such tracks as "Rose in Morocco" and "To the Indian Sea." "I hope to create harmony through my music," she says. The way to do that is to let the music speak in as many languages as possible.

Deep Blue also communicates to Matsui's fans through an enhanced portion that includes photos of Matsui at home in Japan and in the studio recording the music, as well as information on her upcoming concert tour. Proceeds from many of the dates will benefit the National Marrow Donation program.

AND: The MaxJazz label launches its Piano Series with pianist Bruce Barth's *East and West* (July 31), with a set from New Orleans native Peter Martin scheduled for release later this year. The Piano Series follows the label's Vocal Series, which includes seven releases to date.

Koch Jazz has inked a deal with the Aradia Group to release seven rare albums by jazz pianist George Shearing, all recorded between 1969 and 1973 and released on Shearing's own Sheba label. "These albums are extremely rare, because they were released in limited quantities and have been unavailable for the past three decades," says Koch director of jazz Donald Eifman, who notes that the deal includes a number of unreleased Shearing tracks. Four of those are from a never-completed eighth Sheba album, to have been titled *These Are a Fugue of My Favorite Strings*. According to Eifman, the most sought-after of the Sheba releases to be included in the Koch deal is a recording that features Shearing and the late vocalist Joe Williams. Release dates have not yet been set.

Trumpeter Terrence Blanchard opens the Henry Mancini Institute's fifth season of free concerts July 28 at the Wadsworth Theatre in Los Angeles. Blanchard will perform with the institute's 84-member orchestra, which consists of national and international students who have been awarded full scholarships and entry into the institute's Professional Mentoring program. The Mancini Institute was established in 1997 by its music director, Jack Elliott. It provides students with tuition, room and board, and the opportunity to work with well-known musicians. For more information, visit manciniinstitute.org or contact mancini@manciniinstitute.org.



by Steve Graybow

Jazz Festival Benefits Arts Center

BY CHRISTOPHER WALSH

MONTAUK, N.Y.—Excitement is building in this hamlet on Long Island's East End for the first Montauk Jazz Festival, to be held Aug. 3-4. The festival, which aims to further the Montauk Artists' Assn.'s efforts to renovate and expand its Montauk Community Arts Center, will also serve as a tribute to legendary bassist Percy Heath.

Heath, a longtime resident of this popular tourist destination—and, for more than 40 years, a member of the Modern Jazz Quartet—will perform with his brothers Jimmy and Albert Aug. 4 at the Montauk Downs State Park. Headliners will also include drummer Chico Hamilton and his quintet; saxophonist Bob Berg and his group; trumpeter Jerry Sokolov and his quintet; and drummer Eddie Locke and his quartet. Michael Kanan and his trio will perform between the featured groups' sets and during the cocktail-hour break. In addition, the 10-piece Ken James Swing Band will perform at a dinner dance the evening of Aug. 3.

The Montauk Community Arts Center, located in the old Long

Island Railroad station house, currently features the association's gallery on the first floor. Plans for the renovation and expansion of the second floor—calling for classrooms, a darkroom, workshop, and lecture hall—are in place. All pro-



HEATH

ceeds from the festival will go toward that effort, which carries an estimated \$200,000 price tag.

"So far, we've only been able to get the gallery downstairs going," Heath explains. "It's taken time to get permission to alter the building inside.

We've got most of the permits and permission from the railroad, but it's going to take a lot of money. We need to put another staircase in and do a lot of repairs upstairs."

Although this small village, known internationally for its beautiful beaches and sport and commercial fishing, swells in population during the summer months, it is a decidedly quiet place after Labor Day. The Community Arts Center is a welcome addition to a year-round community hungry for cultural stimuli.

"That was the intent of the organization when we founded it eight years ago," Heath says, "and what this jazz festival is supposed to be all about." Fellow Montauk resident Paul Simon has made a generous donation, Heath notes.

Tickets for the Montauk Jazz Festival can be ordered via telephone at 631-668-5336. Tickets for the Aug. 4 event, which will commence at 1 p.m. and continue until midnight, are priced at \$150. The cost of the Aug. 3 dinner dance is \$100; a donation of \$200 to the Montauk Artists' Assn. provides admission to both events.

JAZZ

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PRESTIGE PRODUCTIONS

INTERNATIONAL

Sakurai Champions Japanese Rap

Def Jam Japan Spreads The Word With Dabo Album, Ulada Soundtrack Cut

BY STEVE MCCLURE

TOKYO—Six months after shaking up the industry by appointing a woman to start up Def Jam Japan, the label itself is starting to make some noise.

On June 13, the label, which operates as part of Universal Music K.K. division Universal International, released its first original album by a local rap artist. Titled *Platinum Tongue*, it's the solo debut of Dabo, a member of hip-hop septet Nitro Microphone Underground. According to the label, *Platinum Tongue* sold some 50,000 copies in its first two weeks of release.

And Def Jam Japan gained widespread media attention in the first week of July, when it announced that Japanese superstar Hikaru Ulada is making her worldwide English-language debut on the *Rush Hour 2* soundtrack album, due Tuesday (31) on Def Jam International.

Since January, Def Jam Japan's operations have been overseen by senior executive consultant Riko Sakurai. Universal's decision to appoint Sakurai, who reports to Universal International VP Kazuo Koike, was unusual for a number of reasons. To begin with, there are very few female label heads in the Japanese music industry. At age 31, Sakurai is young compared with most Japanese record company executives. And prior to joining Def Jam Japan, she had no experience working at a record label.

But Sakurai had strong links to the local and international rap communities. After graduating with a degree in sociology from Tokyo's International Christian University, she worked as a music writer specializing in rap and hip-hop and later worked as a VJ on an MTV Japan hip-hop show. She still hosts weekly hip-hop/R&B radio show *Do Cybern* on Tokyo's J-WAVE.

Sakurai displays a missionary zeal for boosting rap's profile in Japan. "I want to reach a diversity of people," she says, noting that "a lot of Japanese hip-hop sounds too underground to me."

Sakurai and her staff of nine also handle product licensed from Def Jam in the U.S., such as Sisqo's most recent album, *Return of Dragon*, which Def Jam released June 9 (10 days before the U.S. release date) with a bonus Japan-only track. Sakurai and her staff are also interesting development on the Japanese rap scene right now is the way local DJs are creating their own beats. She cites *Platinum Tongue* as a prime example of that trend, with DJ Hazime, DJ Waka, and others creating a rich palette of beats against which Dabo



SAKURAI

intones his Japanese street poetry.

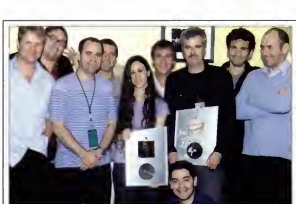
"You can get the real flavor of Japan listening to Japanese hip-hop artists," Sakurai says. "Japanese rappers' lyrics are about living their lifestyle."

Nitro Microphone Underground was the first Japanese rap act signed by Def Jam Japan. Its eponymous debut

album, which came out on Tokyo indie label Locality Records last Nov., was rereleased by Def Jam Japan Dec. 27. The album has sold 100,000 units, according to Def Jam Japan, including about 20,000 units on Reality.

Def Jam Japan was the second Def Jam imprint to be set up outside the U.S., following the launch of Def Jam Germany last June (*Billboard*, June 17, 2000).

Sakurai is understandably excited about the coup of Ulada contributing a song to the *Rush Hour 2* soundtrack. The English-language song, "Blow My Whistle," features guest vocals by Foxy Brown. Sakurai says Def Jam Japan plans to release about five albums by domestic acts annually. "We'll try to release all our domestic albums worldwide."



Platinum Junkie. Alanis Morissette collected International Federation of the Photographic Industry Platinum Awards for European sales of 1 million of *MTV Unplugged* and 2 million of *Supposed Former Infatuation Junkie* in London recently. Pictured, from left, are Warner Music (WM) U.K. chairman Nick Phillips, WM Europe VP of marketing Thomas Starckjohann, Warner Bros. Records senior VP of International Steve Hargo, WM Europe senior director of marketing/promotions Jon Uren, Morissette, WM Europe marketing manager of U.S. labels Paul McCie, artist manager Scott Welch, WM Europe president Paul-René Albertini, and WEA U.K. managing director John Reid. Kneeling in front is Warner Bros. Records VP of international Alexandre Levy.

Virgin Spain Augments Yerbabuena Imprint

BY HOWELL LLEWELYN

MADRID—Virgin Spain's world-music imprint Yerbabuena has taken over the promotion and distribution of U.S. labels Higher Octave and Narada, as well as the U.K.'s Real World, to become what Yerbabuena director Rafael Prieto says is Europe's biggest combined catalog world-music operator.

Apart from its own 10-strong roster of Cuban, Spanish Celtic, and flamenco artists, Yerbabuena distributes product from David Byrne's Luaka Bop label in Spain. In other territories, the four U.S. and U.K. world-music labels, including Luaka Bop, are handled by the local division of Virgin International.

"This is a unique situation within Virgin," Prieto says. "Our Virgin International division in Spain is pretty snowed under with big artists, such as Mariah Carey, David Bowie, Depeche Mode, Lenny Kravitz, and Janet Jackson, as well as its many small labels, and as we are an established world-music label that knows all the world-music circuits here, it was logical for us to assume the handling of the three new world-music labels."

Yerbabuena was set up three years ago by Virgin Spain managing director Lydia Fernández as a world-music label specializing in flamenco, Celtic music from the northwest region of Spain (Galicia and Asturias), and Cuban music. Both Fernández and Yerbabuena marketing director José Ramón del Rio are Cuban.

There are no real Virgin standalone world-music imprints in other territories," Prieto says. "Many

Yerbabuena artists, such as Cuban Eliades Ochoa, are handled by the local Virgin International divisions in other countries. I think it makes sense for a world-music label such as Yerbabuena to handle Higher Octave, Narada, and Real World."

Yerbabuena also assumes the handling of labels Shakti and Back Porch, which in the rest of Europe are handled by Narada through Virgin International. In addition, Yerbabuena takes over the promotion and distribution of EMI Arabia's Orient collection of Middle

East music albums, which—in the rest of Europe—was, until now, handled by Virgin International. Prieto adds, "I'm delighted with the new situation. We now have an extremely broad range of world music, which makes us a leader in the field."

Celia Carrillo, director of the local Virgin International division, says, "In Spain we have the advantage of an existing world-music label, which has all the necessary specialized means."

Yerbabuena's roster includes flamenco singers José Mercé and Arcángel, Galician bagpipe player Budiflo, and Cuban artists Ochoa, Vieja Trova Santiaguera, Peseiro Reyes, Hermanas Ferrin, and Los Guanches.

Real World artists include Peter Gabriel, Afro Celt Sound System, the Blind Boys of Alabama, and Nusrat Fateh Ali Khan; Luaka Bop's roster includes Susana Baca and Waldemar Bastos; Higher Octave boasts Flaco Jiménez and Craig Chiquito; and among Narada's roster are Susheela Raman and Kello Maru.



World War II Dispute Hits Japanese Music In Korea

BY LOUIS HAU

SEOUL, South Korea—The music industry is one of the latest casualties in the ongoing dispute between Japan and South Korea over Tokyo's much-publicized refusal to make changes to controversial new history textbooks that the Korean government claims gloss over Japanese World War II atrocities.

In April, South Korea recalled its ambassador to Japan in protest of Tokyo's approval of the textbooks. Now, in an escalation of the dispute,

the South Korean government has indefinitely put off plans to further open its markets to Japanese cultural imports.

Seoul began liberalizing its markets to Japanese cultural imports in 1998 as part of President Kim Dae-jung's efforts to improve bilateral ties.

Among items since allowed into the country have been Japanese magazines, comic books, non-age-restricted movies, award-winning animation films, TV documentaries, computer games, and non-Japanese-language

music recordings. In addition, restrictions have been eased on live Japanese cultural performances.

However, the South Korean Ministry of Culture and Tourism has decided to shelve plans to lift remaining import restrictions on Japanese cultural goods. Among the items affected are Japanese-language music recordings, age-restricted movies, and computer game software/hardware.

Although the ministry had not specified a day by which it planned to

completely liberalize the import restrictions, an official notes that many observers had expected them to be eliminated in time for the start of the 2002 World Cup soccer tournament, which will be co-hosted by South Korea and Japan and which is scheduled to start May 31 of next year. The official, who declines to be named, adds that the ministry may resume opening the Korean market to Japanese cultural goods if Seoul and Tokyo can reach a mutually satisfactory resolution to the textbook dispute.



JAPAN		UNITED KINGDOM		GERMANY		FRANCE	
LAST WEEK		LAST WEEK		LAST WEEK		LAST WEEK	
	(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)
SINGLES		SINGLES		SINGLES		SINGLES	
1	JOHNNY THE SURFER JOHN CASH/CHOU LIFETIME RESPECT WONDERFUL WORLD UNITED STAY GOLD LOOK BACK AGAIN TSUNAMI/NO CHU NATSU PARTY FEEL THE FATE HOT MOVER SINGLES ITSUMO NANO DOME YUKI KAWA SHITEKIDANE (FINAL FANTASY X) ASHTA TENKIN SHITEKURE KAZEMACHI KAKURENBO	1	ETERNITY: THE ROAD TO MANDALAY 2 PUPPLE HILLS ELEVATION PERFECT GENTLEMAN CASTLES IN THE SKY DANCE FOR ME HEAVEN IS A HALFPICE ANOTHER CHANCE LADY MARMALADE A LITTLE RESPECT HOT MOVER SINGLES MEET HER AT THE LOVE PARADE (2001) LOVERBOY DEVIL'S NIGHTMARE BOSS OF ME LOADED DESTINY'S CHILD USHER D-12 TRAVIS DAVID SHADOY DAVID GRAY GONILL THE EAGLES STEREOPHONICS	1	ANGEL FOLLOW ME LADY MARMALADE MISS CALIFORNIA ADRIANO LETTIE (WARNING) COUNTRY ROADS PERFECT GENTLEMAN THERE YOU'LL BE IN THE AIR TONITE LET'S GET BACK TO BED BOY HOT MOVER SINGLES HOT STOP MOVIN' ETERNITY: THE ROAD TO MANDALAY AIN'T IT FUNNY PUPPLE HILLS U REMIND ME SHAGGY LINCOLN PARK BAP GORELLA D-12 DEVIL'S NIGHT DESTINY'S CHILD MANU CHAO FAITHLESS SHARP DUO USHER HOT MOVER SINGLES	1	UP & DOWN - LEUR HYMNE IT'S RAINING ME HASTA LA VISTA MISS CALIFORNIA TROU PEU DE TEMPS PRES DE MOI MY ONLY LOVE A MA PLACE LA VOIX DES SAGES ANGEL HOT MOVER SINGLES LA LA LA SO I BEGIN LE COCHON DANS LE MAS ON DIT DANS LA RUE ME GUSTAS TU MANU CHAO YANNICK NOAH SOUNDTRACK MC SOLAR DIDO PATRICK BRUEL DAFT PUNK GORELLA HENRI SALVADOR DE PALMAS BONJOUR DANS LA RUE
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	MR. CHILDREN YUZU KAGIE KIM HIRAI CHIKAMURA KAKURENBO CHURE LADY THE COXOPPELLERS ERIKO MIKI HOT MOVER SINGLES	2	DESTINY'S CHILD USHER D-12 TRAVIS DAVID SHADOY DAVID GRAY GONILL THE EAGLES STEREOPHONICS	3	SHAGGY LINCOLN PARK BAP GORELLA D-12 DEVIL'S NIGHT DESTINY'S CHILD MANU CHAO FAITHLESS SHARP DUO USHER HOT MOVER SINGLES	4	MANU CHAO YANNICK NOAH SOUNDTRACK MC SOLAR DIDO PATRICK BRUEL DAFT PUNK GORELLA HENRI SALVADOR DE PALMAS BONJOUR DANS LA RUE

CANADA		SPAIN		AUSTRALIA		ITALY	
LAST WEEK		LAST WEEK		LAST WEEK		LAST WEEK	
	(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)		(Genre: Pop/Rock) (1970-2001)
SINGLES		SINGLES		SINGLES		SINGLES	
1	ELEVATION TOP BENING ME OVERBOY CANADA ALL OR NOTHING O'JAS BOON OVING EACH DAY HOT MOVER SINGLES	3	EL BALE DEL GORILA ELEVATION PROHIBIDA SAMB-ADAGIO LADY MARMALADE NINA PENSIA EN TI PRETENDING GUSTAF ANOTHER CHANCE AMERICAN DREAM HOT MOVER SINGLES	1	ANGEL STRAWBERRY FOLLOW ME HANGING BY A MOMENT LET'S GET MARRIED D-12 LOVERBOY IT'S RAINING ME WITH A WIDE OPEN LIFTIN' GIRL BIG BROTHER PUPPLE HILLS DON'T STOP MOVIN' CLINT EASTWOOD HOT MOVER SINGLES	2	BAILA (SEXY THING) THE PAIRLO ELEVATION FINFINTO SOUNDTRACK LADY MARMALADE IT TAKES A FOO TO REMAIN SANE WWW.MAPACITA ME GUSTAS TU TRYING AT THE DISCOTHEQUE HOT MOVER SINGLES
ALBUMS		ALBUMS		ALBUMS		ALBUMS	
1	D-12 DESTINY'S CHILD CRAIG DAVID VARIOUS ARTISTS BLINK-182 SHAGGY STAINED SOUNDTRACK ALPHAT JANET	2	RAUL SOUNDTRACK LOS CANOS MANOLO GARCIA MANU CHAO TAMARA COXOTE DYE LA OREJA DE VIAN GOGH CRAIG DAVID BOB MARLEY & THE WALLERS	3	SHAGGY LINCOLN PARK BAP GORELLA D-12 DEVIL'S NIGHT DESTINY'S CHILD MANU CHAO FAITHLESS SHARP DUO USHER HOT MOVER SINGLES	4	VASCO ROSSI SANTO MANU CHAO RAIF EDUARDO BENNETTO BOB MARLEY & THE WALLERS EROS RAMAZZOTTI ADRIANO CELENTANO PINO DANIELE HOT MOVER SINGLES

Music & Media

EUROCHART

Eurocharts are compiled by Music & Media from the national singles and album sales charts of 18 European countries.

LAST WEEK	THIS WEEK	ARTIST
		SINGLES
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
18	18	SHAGGY MCA
19	19	MANU CHAO MCA
20	20	DESTINY'S CHILD MCA
21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		HOLLAND
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
18	18	SHAGGY MCA
19	19	MANU CHAO MCA
20	20	DESTINY'S CHILD MCA
21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
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25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		SPAIN
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
18	18	SHAGGY MCA
19	19	MANU CHAO MCA
20	20	DESTINY'S CHILD MCA
21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		SWITZERLAND
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
18	18	SHAGGY MCA
19	19	MANU CHAO MCA
20	20	DESTINY'S CHILD MCA
21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		IRELAND
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
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21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		AUSTRIA
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
17	17	ALBUMS
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19	19	MANU CHAO MCA
20	20	DESTINY'S CHILD MCA
21	21	SHAGGY MCA
22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		BELOARUS
1	1	ANGEL DANCE TROUPE MCA
2	2	LADY MARMALADE LADY MARMALADE MCA
3	3	THE RAINING MEN THE RAINING MEN MCA
4	4	MISS CALIFORNIA DANCE TROUPE MCA
5	5	ELEVATION THE RAINING MEN MCA
6	6	ETERNITY THE ROAD TO MANDALAY THE RAINING MEN MCA
7	7	PURPLE HILLS THE RAINING MEN MCA
8	8	PERFECT GENTLEMAN THE RAINING MEN MCA
9	9	THERE YOU'LL BE THE RAINING MEN MCA
10	10	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
11	11	HOT MOVER SINGLES
12	12	UP & DOWN - LEIR HYMNE THE RAINING MEN MCA
13	13	DANCE FOR ME THE RAINING MEN MCA
14	14	BOOTHYLOUS THE RAINING MEN MCA
15	15	DADDY DJ THE RAINING MEN MCA
16	16	TROP POU DE TEMPS THE RAINING MEN MCA
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22	22	SHAGGY MCA
23	23	SHAGGY MCA
24	24	SHAGGY MCA
25	25	SHAGGY MCA
26	26	SHAGGY MCA
27	27	SHAGGY MCA
28	28	SHAGGY MCA
29	29	SHAGGY MCA
30	30	SHAGGY MCA

COMMON CURRENCY

A weekly scorecard of albums simultaneously attaining top 10 chart status in three or more leading world markets.

ARTIST	USA	JPN	UK	GER	FRA	CAN	SPA	ARG	ITA	FIN
MANU CHAO Prouve l'existence Espagnola										
D-12 Devil's Night	3	3	5	1	8	10				
DESTINY'S CHILD Survivor			1	6	2	4				
DIDO No Angel			5	5	4					
GORELZ Gorelitz			7	4	8					
SHAGGY Hush			6	1	4	3	3			
USHER 8701			2	10						7

LAST WEEK	THIS WEEK	ARTIST
		ALBUMS
1	1	SHAGGY MCA
2	2	SHAGGY MCA
3	3	SHAGGY MCA
4	4	SHAGGY MCA
5	5	SHAGGY MCA
6	6	SHAGGY MCA
7	7	SHAGGY MCA
8	8	SHAGGY MCA
9	9	SHAGGY MCA
10	10	SHAGGY MCA

LAST WEEK	THIS WEEK	ARTIST
		NEW ZEALAND
1	1	WESTLIFE MCA
2	2	DINAMIK & FEBIAN MCA
3	3	LINKIN PARK MCA
4	4	VARIOUS ARTISTS MCA
5	5	VARIOUS ARTISTS MCA
6	6	VARIOUS ARTISTS MCA
7	7	VARIOUS ARTISTS MCA
8	8	VARIOUS ARTISTS MCA
9	9	VARIOUS ARTISTS MCA
10	10	VARIOUS ARTISTS MCA

THE BOYS ARE BACK: The rapid-fire, guitar-driven *fit* music of Zimbabwe's **Brundu Boys** enthralled the U.K.'s burgeoning world music scene in the mid-'80s, and the group took up semi-residence in London. Now they're back, and they are spending the summer touring western Europe. A new album is in the pipeline, but in the meantime comes a 29-track double-CD retrospective



BRUNDU BOYS

collection, *The Shed Sessions* (Sada), which includes six tracks never before released outside Zimbabwe. The tracks date from 1982 to 1986 and are compiled in chronological order. All were recorded at the Shed Studios in Harare, the Zimbabwean capital. "We wanted to put this out to remind people how popular they were," says the band's Scottish manager, Gordon Muir. "Then we can move on with the new album. The sound really hasn't dated at all." The current lineup includes the band's founder, Risa Kagoma, although several other original members, including guitarist/singer **Biggie Tembo**, have died in tragic circumstances. **KWAKU**

STEPPING UP TO THE PLATE: British violin prodigy **Chloë Hanslip** delivered a bravura performance July 11 at a showcase to preview her upcoming album debut for Warner Classics. Accompanied by Roderick Chadwick at London's Home House, she played compositions by, among others, Saint-Saëns, Bloch, and Franz Waxman with such passion and command that the small, invitation-only audience demanded several encores. The album, *Chloë*, is due for release Sept. 24 in the U.K. and includes music by Tchaikovsky, Mussorgsky, Bruch, and Shostakovich. It was recorded in April of this year with the London Symphony Orchestra under Paul Mann, at London's Air Studios. Hanslip has "so much fun" at work, Warner Classics U.K. GM **Matthew Cosgrove** says. The fun extends to Hanslip's pop music tastes, too. Her favorite act is **Steps**. **EVE ALBANE**

A NEW FUSION: Spanish indie label **Nuevos Medios** is used to making Hispanic. Label founder and owner **Mario Pacheco** pioneered the new fusion movement in the early 1980s, signing the group **Ketama**,

which released the groundbreaking global fusion albums *Songhai* and *Songhai-2*, with African rock players **Toumani Diabate**. Now Pacheco thinks he has created a similar landmark with *Herbateria* (Pearmint), an album of flamenco/Indian fusion featuring Spanish guitarist **Pepi Habichuela** and Indian group **the Bollywood Strings**. The album was recorded in Bangalore, India, and Madrid and at a concert in Barcelona's Teatre Grec. Pacheco says, "It's been a while since we've had the sense of having recorded an album that enters unexplored territory." **HOWELL LLEWELLYN**

SENARDI HONORED: Stefano Senardi, president and founder of Italy's NuN Entertainment, was awarded the title of record company manager of the year at Rock Targato Italia, an annual get-together of predominantly indie organizations. The award, presented July 8, was a tribute to the first year of activity of the label that Senardi set up after parting company with PolyGram. NuN, which is distributed by Edel, may have a small roster, but it is decidedly eclectic. It features **Otto Ona**, a popular Roman reggae band; **Piomarino**, a singer/songwriter whose daytime job is turning pianos; and **Nicola Arigliano**, a veteran jazz crooner. NuN Entertainment also produces intriguing compilation albums, often in cooperation with nonmusical organizations. Its latest project is the CD *Daedalus-Shambala*, named after a fashionable Indian-style bar and restaurant in Milan called Shambala. The music is loosely ambient/no-chill-out with an R&B base. Each of the 11 tracks were recorded by **Carlo Paternò** and **Max Involoni** under the name **Las Man Standing**. There are also contributions from **Walker & Most**, **Index ID**, and **Norm Norden**. **MARK WOLLEN**

BLESSED EVENT: For the first time in the history of Serbian popular music, rock musicians have come together to make music with the blessing of the Orthodox church. *Songs Above East and West* (Radio Sopot/PGP RTS) finds Serbian rock bands using religious lyrics written by bishop **Nikolaj Velimirović** (1880-1956). The idea came from former rock journalist **Stevan Jovan**. Belgrade bands **Partibrejers**, **Darkwood Dub**, **Tript** at **Seven**, and **Quirve**, as well as **Anastasia** from Macedonia and **Revolt** from Bosnia, have contributed to the album. "The only experience our generation has is ruin and breakdown," Jovan says of the philosophy behind the project. "Therefore, it has the deepest vocation for rebuilding and creating." **PETER JANMATIOTI**

Rock, Reggae, And Hip-Hop Bolster Universal's 'Currency' Account

BY ADAM WHITE

LONDON—Universal Music Group maintained its global domination during the first half of the year, taking the lion's share (31%) of the 32 albums that were "common currency" in the most important markets.

Meanwhile, the single most impressive "opening" by a new album in the period was Sony Music's *J.Lo* by Jennifer Lopez,

scorecard criteria between January and June, 10 of them affiliated with Universal, six withEMI, five apiece with Sony and Warner, two with BMG, and four with independently owned labels, namely Mute, Independent, and Volcano/Zomba.

Of the 31 Common Currency acts—the remaining hit album was the soundtrack to *Moulin Rouge*—16 are from the U.S., seven from the U.K., two apiece from France, Ireland, and Jamaica; one from Australia; and one from Germany.

Universal's first-half border breakers included Eminem's *The Marshall Mathers LP*, still strong at the tail end of its chart life. The title spent 10 weeks in the Common Currency rankings. Martin Kierszenbaum, VP of international at Interscope Geffen A&M, says its best ex-U.S. sales performance during the period was in Britain, where the label moved some 250,000 copies. In Germany, the Eminem album sold 175,000 units between January and June, the IGA executive adds, followed by Australia (125,000) and France (100,000).

Another Universal Music success story was Shaggy's *Hotshot*, powered by two singles, "It Wasn't Me" and "Angel." "It Wasn't Me" sold 1.2 million copies in the U.K. in the first half, according to Eamon Sherlock, VP of International at MCA Records, and 625,000 copies in France. "Angel" moved 525,000 pieces in the U.K. (compared with 225,000 in the U.S.), while Germany accounted for 175,000 in unit sales. The song has only just been commercially released in some international markets, Sherlock notes.

At EMI, it was the current acts from the Virgin Records roster that made substantial Common Currency deposits: Janet Jackson and Lennox & D'Amico, who reached No. 1 in four of those.

The six-month survey is based on data compiled for Common Currency, the new weekly *Billboard* scorecard of albums that simultaneously achieve top 10 chart status in three or more of the top 10 territories worldwide (*Billboard*, July 28). Among other key results:

- The Beatles' 1 reached the chart summit in seven of the 10 markets, followed by Destiny's Child's *Survivor*, which reached No. 1 in five.
- Dido's *No Angel* spent a consecutive 24 weeks in the Common Currency rankings for the first half of 2001, far ahead of any other release.
- Jay-Z's *Black Album* made the best showing among independently owned labels.
- The 10 Common Currency countries are the U.S., Japan, the U.K., Germany, France, Canada, Spain, Australia, Italy, and the Netherlands. They are chosen according to market-size data published by the International Federation of the Phonographic Industry (IFPI). In calendar year 2000, these markets accounted for 82% of global pre-recorded music sales.
- Of the 32 albums that met the

to EMI's Parlophone Records at home, made a strong, swift display in eight markets, while an earlier Parlophone act, the Beatles, retained their tight Christmas grip on worldwide charts well into March. The only country that prevented 1 from having a 10-territory Common Currency sweep was France, where the album (like other compilations and hits packages) was



Snapshot: Shaggy

January to June sales for Shaggy's *Hotshot* in the Common Currency markets.

- U.S.: 4,000,000
- Japan: 110,000
- U.K.: 750,000
- Germany: 200,000
- France: 160,000
- Canada: 500,000
- Spain: 10,000
- Australia: 125,000
- Italy: 50,000
- Netherlands: 50,000

Source: MCA Records

banished to a peripheral chart. At Sony Music, Anastacia's *Not That Kind* (Epic) was one of the winning entries, although its top 10 chart presence in major markets has not always been concurrent—a mark of successful developing acts without a prior track record.

By contrast, Surtir (Columbia) by Destiny's Child opened strongly in the same May week in six Common Currency countries, and debuted at the chart summit of five of them. Sony Music declines to provide per-territory sales figures, but *Billboard* understands that so far, the album has sold 530,000 copies in the U.K., 300,000 in Japan (including Sony-handed imports), and 215,000 in Germany.

Warner Music titles with Common Currency credentials were all by label veterans, barring one, Missy "Misdemeanor" Elliott. *Reread* by R.E.M. (Warner Bros.) spent less time in the U.S. top 10 than it did in European markets, where it has been certified by IFPI for 10 million sales worldwide.

Mute, the independent with the best first-half result (and a helping hand from distributor Virgin), delivered Depeche Mode's *Exciter* into seven top 10 charts simultaneously in May and Nick Cave & the Bad Seeds' *No More Shall We*

ARTIST	USA	JPN	UK	GER	FRA	CAN	AUS	ITA	YOK
AEROSMITH Live Through This (S)	2	2	7	6	2		8		
ANASTACIA Not That Kind (E)	3	6	8				5	1	
BEATLES 1 (E)	1	1	1	1	1	3	1	1	2
BLINK-182 Take Off Your Pants... (U)	1		4	1		1	2	4	
BON JOVI One Wild Night Live... (U)	1		2	3		4	2	6	2
NICK CAVE & THE BAD SEEDS No More Shall We Part (U)			8				4	9	
MANU CHAO Preamble Estacion... Experience (E)			6	4	1	1	1		
ERIC CLAPTON Rattle (W)	5	6	7	2	9		8	9	
D-12 Shed A Night (U)	1		2	5	1		5		
DAFT PUNK Discovery (E)			2	5	2	2	7		
DEPECHE MODE Exciter (E)	8	9	1	1	3	2	2		
DESTINY'S CHILD Survivor (S)	1	1	1	4	1		4	9	1
DIDO No Angel (E)	4	1	2	1	4	6	1	4	3
EMINEM The Marshall Mathers LP (U)	3	4	6	6	6	1	7	10	
ENYA A Day Without Rain (W)		8	3	7	8	6			
FAITHLESS Connective (B)		4	3					2	
JANET JACKSON Control (E)	1	8	2	3	2	1	3	10	4
LENNY KRAVITZ Unreleased (M)	9	9	9	6	6	4	5		
LIMP BIZKIT Chocolate Starfish and... (U)	5	1	2	6	4	2	8		
JENNIFER LOPEZ J.Lo (E)	1	2	1	6	1	1	2	5	4
MADONNA Ray of Light (U)	5	3	3	9			3	9	
BOB MARLEY & THE WAILERS One Love/Very Best Of... (U)		5	5	10	6	3	3		
MUSE MUSE - So Addictive (U)	2	10		8					
RADIOHEAD Amnesiac (E)	2	1	2	2	1	2	2	3	
RAMMSTEIN Rammstein (E)							10	4	
R.E.M. Reread (E)	6	1	1	4	4	3	4	1	7
SHAGGY Hotshot (U)	3	1	2	5	1	10	1	3	
SOUNDTRACK Moulin Rouge (U)	4				2	1	4		
BRUCE SPRINGSTEEN Live Through This (U)	5					2	1		
TOOL Lateralus (U)	1	5	1	1	1	7			
TRANS-SIBERIAN ORCHESTRA The Invisible Band (U)	1	3				7			
AT THE TIME YOU CAN'T... (U)	3					7	4	1	

COMMON CURRENCY: Shown above are the 32 albums that achieved top 10 chart status simultaneously in three or more of the 10 leading world markets during the first six months of 2001. Those markets are the U.S., Japan, the U.K., Germany, France, Canada, Spain, Australia, Italy, and the Netherlands. The numbers alongside each title indicate peak chart position per territory.

Repertoire-owner key: BMG (B), EMI (E), Independent (I), Sony (S), Universal (U), Warner (W).

Data compiled by Linda Nash. Contact: lnash@eu.billboard.com.

Part into three countries for one week in April.

The U.K. and Germany solidified their domination as the markets most hospitable to international repertoire. Of the 32 six-month Common Currency titles, 26 charted top 10 in both countries.

Japan's huge preference for domestic repertoire was apparent between January and June. Only four of the Common Currency albums reached the top 10 in the world's second-largest market—and three were by heritage acts: Aerosmith, the Beatles, and Eric Clapton.

The Common Currency acts did not achieve top 10 status in the

U.S. between January and June, having done that the previous year: Eminem, Madonna, and U2. And two U.S. acts that have charted strongly in Europe—Anastacia and Bon Jovi—did not see a commensurate top 10 profile at home.

For the record, Brazil and Mexico are ranked seventh and eighth in the top 10 markets by IFPI, but no album charts are published in either country that are considered to be of world standard. Therefore, for the time being, these markets are omitted from Common Currency. Italy and the Netherlands, 11th and 12th respectively, take their place.



A 30TH ANNIVERSARY BILLBOARD SALUTE

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Currently on tour (from left): James Young, Lagimodiere Gowan, Chuck Panozzo, Tommy Shaw, Todd Sucherman, Glen Burtnik

After 30 Years, Styx's Success Is No Illusion, As The Band Returns To Paradise

By DOUG FOX

Styx derived its name from the mythological river in the afterworld of Hades—which seems pretty ironic today, considering the popular rock band's faltering career is far from myth and, judging by current events, even farther from death.

That is not to say, however, that the band hasn't been on the verge of giving up the musical ghost over the past three decades. But, it is said, what doesn't kill you makes you stronger—and for proof of that, you need only check out the band's current pulse at any of the packed venues Styx will be performing in around the world this year.

Styx has endured several member changes over the years—including the acrimonious departure of co-founding frontman Dennis DeYoung in 1999—yet somehow the band has not only managed to survive, but thrive. Today a lineup is a dynamic live act that is winning over old and, perhaps even more importantly, new fans one concert ticket at a time.

"Styx has always been a people's band more than a critics' favorite," says Tom Lipsky, president of Sanctuary Records Group, the parent company of CMC International. Styx's label for the past five years. "They have always succeeded because fans love the band."

Lipsky, it turns out, was swayed when he caught the band's hometown Chicago performance during 1996's *Return to the Paradise Theater* tour, an endeavor that reunited the band's classic hit-making lineup for the first time in 13 years. Styx, without a recording contract at the time, was taping and filming the show for an independently financed project. What Lipsky saw that night, besides an inspired performance, was an amazing mix of people of all ages grooving to the music.

A year later, CMC released the live two-disc recording *Return*

to *Paradise*, which went on to become the label's first gold record—a feat matched by the accompanying DVD.

"There were a lot of skeptics in the industry as to what this band would be in the '90s after just getting back together, and the first thing they did is go gold," Lipsky says. "The tastes and opinions of the fans are most important. Sometimes the industry hits it; sometimes it misses it. It was obvious that first night I saw them that we had missed it. They're every bit as successful now as they ever have been."

CHICAGO ROOTS

Styx was spawned in the basement of a home on 101st Street, between State Street and Michigan Avenue, on the south side of Chicago. That's where a trio of teens—twins John (drums) and Chuck Panozzo (bass) and neighbor DeYoung, who played accordion at the time—hooked up to make music and money.

"We wanted to have fun, but we were really dedicated," Chuck recalls. "We went out and got sheet music and the big black book of all the standard songs, and we just played and rehearsed them. We got a great response from the family and the neighborhood; when everyone likes you, it's easier to do. It wasn't a struggle at all. We really enjoyed it."

After playing untold proms and weddings for several years, TW4, as the band was known then, added guitarists John Curlewski in 1969 and James J. Young in 1970, altering its musical direction. The band signed with the Wooden Nickel label in 1971, changed its name to Styx and released its first record in 1972.

It was an exciting time for the band, yet one filled with the conflicting emotions of confidence and doubt.

"I think anyone who has any success for a long period of time, if they're honest with themselves, will look back and say there was a combination of incredible insecurity, naïveté and outrageous self-confidence," DeYoung says. "I think it's kind of a mixture and an amalgam of what young hands are. I mean, all the ones that I've met are always sure that they know everything and that they know more than you do, and there ain't nothing that they can't do. I think you need that spirit. I think you need that sort of blind naïveté to forge ahead when you're probably not that good. That's important."

THE BREAKTHROUGH

Styx II, released in 1975, contained the breakout hit "Lady," although the song did not actually peak for another two years—and two albums—later.

According to DeYoung, the band was perplexed when "Lady" did not immediately chart. "That was my first chance to make a statement as a songwriter, and it was a big bomb; the album and 'Lady' was a stiff. And I thought for sure that whatever it was that I did naturally as a writer and a singer, people hated," DeYoung says. "So for the next two albums, I tried to be somebody else. As a writer, I didn't know what the hell I was doing. But I was convinced 'Lady' was a smash and that Styx II was a wonderful record and it was just because the record company was totally inept that it didn't become a success. Who was I going to blame, myself?"

The band's instincts ended up being right. Given renewed promotion as a single, "Lady" reached No. 6 on the U.S. charts

Continued on page S-16



Congratulations to Stygians everywhere



To Tommy, JY, Chuck, Todd, Glen & Lawrence:

2 years, 309 shows, \$36,000,000 in tickets bought by 1.9 million adoring fans around the world,
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Styx and Alliance Artists are looking forward to our future as part of the TBA Entertainment family





By DOUG FOX

"I'd say we're scent-marking the planet," says Styx guitarist James "J.Y." Young.

With the new live CD *Styxworld Live 2000* on the shelves, featuring tracks recorded in Canada, Germany and Japan, the current members of the band have ambitious plans to re-stake their territory, not just in the United States but around the globe.

It's been 25 years since guitarist/singer Tommy Shaw first joined the band to complete what is considered Styx's classic hit-making lineup, and it's been 20 years since Paradise Theater lifted the band to the pinnacle of its success, topping the album charts for three consecutive weeks.

But it's been only two years since Styx radically altered its stage makeup by replacing co-founding singer/keyboardist Dennis DeYoung with Canadian dynamo Lawrence Gowan. At the same time, original bassist Chuck Panozzo requested a reduced role, so the band re-enlisted the aid of Glen Burtnik, who had previously replaced Shaw in 1990, when the latter left to pursue a solo career and a high-profile venture with Donna Yankes. Add drummer Todd Sucherman, who had joined the band when original sticks-man John Panozzo passed away in 1996, and suddenly only Young and Shaw remained from the band's most prominent lineup.

To play off a well-known slogan, this is not your father's Styx. Billboard talked with the members of Styx's current incarnation about the band's past, present and the future.

You guys have had to make some difficult personnel moves over the years, but when your hand has been forced, for whatever reason, some great decisions have been made that have had a positive impact on the band's continued success, especially in a live setting. And this all started with you, Tommy.

Tommy Shaw: Well, the fact that they put me in the band—I was overqualified for the gig. John Carlucci was a great rhythm-guitar player, and he sang a little bit of lead, but mostly he sang the high parts. So when I came in, I sang those high parts and I played rhythm, but I was also a frontman and lead guitarist, so the band expanded a little bit there.

John Panozzo was just this great classic-rock drummer who had never been in another band other than Styx and had never played with another bass player other than Chuck. And

Continued on page S-6

STYX-

The Classic-Rock Group Is On A Worldwide Mission



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so, enter Todd Sucherman, who has been playing since he was 2 years old and studied the great jazz drummers and is just an obsessed, experienced drummer who was able to take John's parts and elaborate on them. He's perhaps the greatest living rock drummer there is. So that made the band better.

Now Glen Burtnik has come back in to fill the bass-guitar role. Glen is overqualified for that gig. He's a great songwriter who's written No. 1 songs for other artists. He's an incredible acoustic-guitar player, an incredible lead-guitar player. He learned how to play bass when he was in *Badlands* on Broadway as Paul McCartney. We keep finding people who are more than qualified to take these positions, and I think that explains why our band keeps getting better and better.

And Lawrence Gowan, who is classically trained, has always been my front man. This is the first time he's been in a group since he was just starting to come up, so he's overqualified. So, now what you've got is four frontmen.

One of the aspects that makes Styx's current shows so entertaining is that each member literally commands attention. It seems like no matter where you look...

Styx always has a show going on. I don't know how it works. We've been very lucky picking not only the people, but the personalities.

Glen Burtnik: There is a kind of three-ring nuttiness going on up there, which is wonderful. It's a collaboration of frontmen. Each guy brings a lot to the table and knows how to work an audience. But there is little, if any, competition. This particular combination of players is happy and secure enough to enjoy seeing a bandmate at the peak of his ability.

James Young: When Chuck is out there, it's definitely a six-ring circus. And now we have a ramp to run around the back, so there's room for everybody up there. Todd is a spectacular drummer—delightfully visual, in terms of the chops he has. Tommy is where it all begins and ends on stage, because he has this incredible ability to immediately connect with an audience. That's a gift he's always had. And Glen and Lawrence have their own unique skills on stage, as do I. And the combination of it all makes for one wonderful evening of rock 'n' roll.

You almost don't want to focus in on any one person too long, because you might be missing something on the other side of the stage.

the top ten titles

Compiled by Keith Caulfield

Styx's top Billboard 200 album, *Paradise Theater*, spent three weeks atop the chart and 61 weeks on the tally. *The Grand Illusion*, No. 4 on this recap, is the band's longevity champ. The title lingered on The Billboard 200 for a whopping 127 weeks.

On The Billboard Hot 100, Styx has racked up eight top-10 hits, all of which are on this recap. "Babe" is the act's biggest chart hit; it spent two weeks at No. 1 and 19 weeks on the chart. Three of this list's hits ("The Best of Times," "Mr. Roboto" and "Show Me the Way") all topped out at No. 3 on the Hot 100. "Best of Times" stayed put at No. 3 for a month, longer than the other two, thus the higher ranking on this list.

Titles on both charts are ordered by peak position. If more than one title peaked at the same position, they were broken by the number of weeks spent at the peak.

TOP BILLBOARD 200 ALBUMS

1. *Paradise Theater* (1981)
2. *Cornerstone* (1979)
3. *Mr. Roboto* (1983)
4. *Mr. Roboto* (1983)
5. *Mr. Roboto* (1983)
6. *Mr. Roboto* (1983)
7. *Mr. Roboto* (1983)
8. *Mr. Roboto* (1983)
9. *Mr. Roboto* (1983)
10. *Mr. Roboto* (1983)

BILLBOARD HOT 100 SINGLES

1. *Babe* (1979)
2. *The Best of Times* (1981)
3. *Mr. Roboto* (1983)
4. *Show Me the Way* (1990)
5. *Mr. Roboto* (1983)
6. *Don't Let It End* (1983)
7. *Come Sail Away* (1977)
8. *Too Much Time on My Hands* (1981)
9. *Mr. Roboto* (1983)
10. *Blue collar Man* (1978)

30TH ANNIVERSARY

Lawrence Gowan: Honestly, I think that's why we have so many people come back to the shows. I've had similar comments from people. I see some fans actually buying their tickets where they will sit at one side of the stage and then the other, just to catch what they may have missed from the previous time. And I don't just mean one or two times. There are some people who travel all over the country to see as many of the shows as they can.

Todd Sucherman: Everybody is a whirling dervish, and it is rare to see that. Often, you get a band where the lead singer is the only focus or the guitarist is the guitar-hero guy and everyone watches him. But when I sit back and watch some of the videotapes of the shows, it's like, "Wow, that happens!" I've got my eyes closed half the time when I'm playing, so it is a pleasant surprise when I check out a video of the show.

Chuck, in the past, you've seemed mostly content to stay in the background on stage. Now you seem much more animated. Are these guys beginning to rub off on you?

Chuck Panosoz: There's this new regeneration of myself. You know, it's show business. In the early days, I thought I had to play every beat just right. Now, if I miss a beat it doesn't



Styx circa 1981 (from left): Dennis DeYoung, Tommy Shaw, James Young, Chuck Panosoz, John Panozzo

really matter—nobody out there cares. What they care about is the spirit that is going on onstage. You know, I finally got the idea. It only took 30 years, but I got it eventually.

Burtnik: The present attitude of the band is to enjoy ourselves, put on the best show we can and have a great time doing it. The audience sees a less hung-up band than they might have expected. Chuck has instinctively jumped right in and joined the party.

Of all the new members of the group, Lawrence, you must have had the most pressure riding on you, having to replace such a key player as Dennis. Did the enormity of the task ever get to you?

Gowan: About a half-hour before the first show, which was in Branson, Mo., I suddenly realized that the hall was full of people that had high expectations, that had probably seen this band a dozen times. And I was putting myself in their shoes and was thinking, "What if I was seeing Queen and Freddie [Mercury] was not coming out?" So, just as I was getting ready that when it actually hit me and I thought, "Oh, I don't want to let them down. But I decided that I was going to sing [the songs] the way that I sing them, and they're either going to like it or they're going to hate it. We did 'The Grand Illusion' second in the show, and by the end of that song, the reaction we got from the crowd made me realize that it's more of a group effort than just one guy, and, of course, this was going to work. They were screaming and yelling and cheering and high-fiving and throwing themselves at the stage. So I never

worry about, James J. Young, Chuck Panosoz, Al Panozzo, Laurence Gowan and Todd Sucherman are the closest blokes. We are right chuffed and totally gobsmacked touring with 'em. They are all impressive talents who took themselves out really. We had a little chuffed as the knickers hanging from their guitars' cor blimey, 30 years of hits... neck on us sons!

[American translation: styx are the nicest guys. we are thrilled to be touring with them. they are all impressive talents who dress well. we had a good laugh seeing the underwear hanging from their guitars. wow, 30 years of hits... keep it up!]

—Paul Rodgers and Bad Company

styx has always been a band for the people. throughout their history, their fans have spoken loud and clear, filling venues to the limit and taking their records and ovas to gold and platinum. moving forward with them for the past five years, I can proudly and honestly say this is a band that has definitely earned it!

—Tom Lipshy, president, Sanctuary Records Group, North America

had even an inkling of doubt that we didn't have everything that we needed to put on the stage.

Shaw: Yeah, from the very first night in Branson, you know, we rehearsed and we rehearsed, and we had all the music done, but one thing we hadn't done was play in front of our fans. So we were all prepared for the, you know, "Where's Dennis?" boo.



From the very first day, it's never happened, because there Lawrence is. It's hard to think about who's not there, when he is.

Glen, having previously gone through the experience of trying to replace a key member of the band when you took over for Tommy on *Edge of the Century*, what kind of advice, if any, did you pass along to Lawrence before his first tour?

Burtnik: Lawrence doesn't need much advice—not that he'd listen anyway! I believe my advice was something along the lines of "Good luck, sucker!" He's doing fine, probably better than I did.

Young: Lawrence suffers from "Chronic Entertainment Syndrome," CES as we call it.

Gowan: Yeah, he is right about that. I think he disguises it well because he suffers from it himself. This whole band is like that. I look at some of our videos, and I think that one of the catchphrases that describes us is "the most extroverted band in the world." It's amazing what happens when I look at the band onstage and see how much is coming from each individual. You could watch Todd for the entire night and never even notice the other four guys. Then you go across the front of the stage, and you've got four guys, none of whom is too timid.

Glen, it's not often you replace someone in a band and then have them welcome the opportunity to work with you later on. That's got to be a unique experience for you and Tommy to share.

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STYXWORLD LIVE



Tommy Like Never Before

The Renewed Styx Is Attracting Loyal Fans And New Converts

BY RAY WADDELL

Playing more dates annually than they did in the glory days of 1970s arena rock, Styx remains a hard-touring, enthusiastic and crowd-pleasing live act.

"Styx has always been a formidable live band, with good players, and singers that could hit the note," says Styx guitarist Tommy Shaw. "When you have a talented band and they play a lot, they just get better and better."

Shaw joined Styx in 1975, when the band was still an opening act, a supporting role that was soon to end. "We were an adrenaline band with adrenaline music, and we were dead serious about what we were doing," he recalls. "If [the headline] wasn't, we kicked their butt, and we got booted off some tours because of that."

Styx became a headliner with the *Pieces of Eight* tour in 1978. "Back then, we would generally do an album and a tour in a 10-to-14-month period, and it seemed like we had an adequate amount of time," Shaw says. "The way the technology was then, it took a long time to do an album. I remember missing 'Come Sail Away,' and all that stuff in the middle of the song was done by hand. There would be six or seven of us standing at the mixing station. There were human errors—in some ways we were defined by our flaws."

Then and now, there are few complaints about the Styx concert experience, which became known for high production values and adventurous playing. "We were a progressive rock band, so we had the license to take a left turn in the middle of a song," says Shaw.

Considering Styx was one of the most popular rock bands of the late 1970s, it's remarkable they never achieved chart-topping status until 1981. "The kind of songs we had in the '70s weren't No. 1-type songs; they were more like album cuts," says Shaw.

"Dennis [DeYoung] wanted chart success, and we went in that direction with the ballad stuff," Shaw says. "I think we left a lot of people behind, and in some ways that became our undoing. The ballads would [become radio hits], and then when people came to see us, we rocked."

Chart success had its benefits, Shaw notes. "When you had chart positions, doors opened," he says. "Even so, fans expecting ballads weren't disappointed when Styx kicked into high gear. 'One thing we never played to was disappointed audiences,' says Shaw. 'People left smiling.'"

But, within the band, division over musical direction soon became unmanageable. "After the *Kidney Blue* live tour in September of 1983, we decided this wasn't working anymore," says Shaw.

ROCK REBIRTH

When the Styx members went their separate ways, Shaw found success with Damn Yankees. Comprised of Shaw, Ted Nugent and Jack Blades of Night Ranger. Signed to Warner Bros., Damn Yankees enjoyed commercial success and toured like bandits. "One time, we played 14 nights in a row," marvels Shaw.

Following a Shaw/Blades project, Damn Yankees was eventually dropped from Warner Bros. in 1993. Soon after, Shaw

received a call from Styx guitarist James "J.Y." Young soliciting Shaw's participation on a re-recording of "Lady" for a greatest-hits album. The experience was a positive one, positive enough to spur talk of a reunion.

Soon, Shaw's manager, Charlie Brusco, who had helped Lynyrd Skynyrd achieve renewed touring success in the late 1980s, became involved with Styx. "Tommy asked me if anybody would come to see Styx if they toured," Brusco remembers, admitting his knowledge of the band was limited. "Although I had not been real familiar with Styx music, I knew their hits. I said, 'Let me make a few phone calls.'"

The feedback was good enough that Brusco put together a Styx package with Kansas that ended up being the *Return to the Paradise* tour in 1996.

The following year, Styx played about 40 dates with Pat Benatar for the *Grand Illusion* tour, and then DeYoung and Young pulled out and pursued other interests.

Along the way, Styx had signed a record deal with CMC Records (releasing a live album from *Return to Paradise*), and by contract the label wanted more touring activity from the band.

The decision was made to tie together a tour of secondary markets beginning in July 1999.

Successful Canadian solo artist Lawrence Gowan was tapped as keyboardist/vocalist to fill DeYoung's slot. Agent Rod Egan of Creative Artists Agency was an early believer.

"Rod told me, 'I can book as many dates as you want me to book,' and he threw out a number in the millions of dollars and said that's what the band could do if they were willing to play fairs, casinos, etc.," says Brusco. "He beat that number by about \$300,000."

Gowan, who had achieved platinum success on Sony Canada, says his first rehearsal with Styx went smoothly. He played his first show with the band in early 1999 in Braintree, Mo. Gowan added stepping into such an established and well-loved band was, if not daunting, at least different. "Quite frankly, being a multi-platinum artist in Canada, I really didn't feel like to sing another band's material," he says, adding that contributing his song "Criminal Mind" to the set list and on the new live record, *Styxworld Live 2000*, helped ease the transition.

ROAD RENEGADES

By 2000, the Styx touring lineup of Shaw, Young, Gowan, drummer Todd Sucherman and bassist Glen Buttrick (Chuck Pinazzo sits in on bass occasionally) had become a bankable touring entity. A co-headlining tour with REO Speedwagon grossed nearly \$12 million from 85 dates.

Obviously, Styx is high on the current lineup. "Every change we made, we got somebody who was overqualified," Lawrence was trained classically, and he can play everything Styx ever recorded left-handed, and he does," says Shaw. "I don't see this wonder-child of session drummers, playing since he was 2. And Glen is not just a bass player; he's a successful songwriter and frontman on his own."

Gowan is equally enthused. "If people are expecting to see

my relationship with Tommy is the most spiritual relationship that two men can have without leaving a stain. Tommy is a soul brother. His real talent is probably least understood, the least credited... and that's the soulful elements of his orchestrations. Tommy has a real instinctual touch with the primal rhythms, lyrics and thrust of the music. He understands the fundamental, primal, scream of the great rhythm-and-blues artists that he and I both were venerated on. We have a shared reverence for James Brown, Wilson Pickett, Sam and Dave... all of those that originated the great rock 'n' roll. I have a great respect for the character and resonance of Tommy's musical statement and musical dreams. He is a wizard with the guitar, vocally and creatively speaking. Playing with him is a classic experience, and, more important than that... he is a real gentleman with a great work ethic."

—Ted Nugent

a concert producer's "dream band": styx!

—Larry Vallin, senior VP of concerts, House of Blues

styx continues to show endurance as they perform at such a manic pace. I think many of the new groups could learn a lot by watching these guys. They are consummate pros.

—Denny Zelisko, president, Evening Star Productions

I've known styx for a long time, some 20 years. I would know styx, and Tommy Flinders, besides the fact that they are very talented guys, they really care about their music. Although they take what they do seriously, they don't take themselves seriously and are very down to earth. I just saw J.Y. recently, and I think they're having a better time now than they ever have.

—Jim Ladd, air personality, KLOS

a tired old band taking one more kick at touring, that's not what's happening," he says. "This is the best I've ever walked on stage with. I'm committed to doing this as long as they want to keep me in the band."

Brusco's strong touring background has been a plus, Shaw says. "Charlie knows the business from the promoter's side, and he made it very clear to us that the promoter is our partner, not our enemy," he says.

The feeling appears to be mutual. "This version of the band is sensational and it's a real interesting show," says Larry Vallin, VP of House of Blues Concerts, promoters of dozens of shows from the revitalized Styx. "The audience goes batshit every night."

Danny Zelisko, Phoenix-based VP for SFX, is working with Styx on a tour on the summer shed tour with Bad Company, Billy Squier and Joe Stark. "A lot of promoters didn't get it when Styx came back," he says. "They sound brilliant. The whole vibe is positive, and they encourage people to have fun. The newer members of the band have added a lot of energy."

Zelisko says any heat the band takes over lineup changes is undeserved. "Sometimes they take a bashing about Dennis DeYoung not being there, but how many bands out there have all their original members?" he asks. "People get divorced. Stix happens."

The band is flexible, able to play a wide range of venues. "These guys are extremely versatile—one of those bands that absolutely come out of the gate every night," says Ladd. "I was a believer from the word go. They are so handy that they were working and playing the people who need it."

Styx will follow up a summer shed run with major fair and festival dates throughout the U.S. Plans include Europe later in the year, and there's talk of tours with Journey, Boston or another act in 2001. A studio record with the current lineup is also on the table.

Audience reaction is gratifying, Shaw says. "The crowds seem to be getting younger and younger—it's bizarre. It's like the kids of the fans we had before. Ours is some of the first music they ever heard, from the time of conception and beyond. And if we're still out 15 years from now, they'll be bringing their kids to the shows."

"This is the best job in the world, and this music has stood the test of time," he says. "It's like going back to 1978 and picking up where we left off. We're kind of in uncharted territory. There's no reason we ever have to stop."

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Gail Gorby
Jason Powell

Now how about some time
off...



STYX Q&A

Continued from page S-6

Burniki: I think it's a cool little twist to the band's history that I should end up performing alongside the guy I once replaced. The irony hasn't been lost on me. Performing with Tommy is a pleasure and an honor, as it is with the others. We get along great. Now, I have no use for any prima-donna rock-star-ego silliness. It probably ruins more careers than most people know. I believe the moment an artist starts to believe their own hype, the priorities switch, the music becomes insincere, and the image becomes unattractive and uninteresting.

There seems to be a great spirit of camaraderie among the entire band.

Shaw: There's a great atmosphere in this band of constructive criticism and dedication to what we're doing, which means constantly taking a serious look at it. That doesn't mean someone's always going to say they like how you look, what you just said, what you played—everything is up for discussion. When Dennis was in the band, there were so many things that we wished we could say, but there just wasn't this environment of being straightforward with each other. It was just kind of old-fashioned; there were certain things you didn't talk about. It was kind of that growing-up-in-the-'50s thing. I'm not saying that's a bad thing, and I'm not passing judgment on it; we did great, but there was not this climate of communication. It was more of a business. So if there were some things you didn't like or you thought the other person could improve on, you kind of kept it to yourself. Everybody was sort of responsible for themselves.

Gowan: We all enjoy the road experience, and I think that makes us very open to any kind of constructive criticism. All

three decades of styx titles

Album, Label (Release Date)

styx, wooden nickel (1972)
the serpent is rising, wooden nickel (1973)
styx II, wooden nickel (1973)
man of miracles, wooden nickel (1974)
equinox, nsw records (1975)
crystal ball, nsw records (1976)
best of styx, nca (1977)
the grand illusion, nsw records (1977)
pieces of eight, nsw records (1978)
cornerstone, nsw records (1979)
paradise theater, nsw records (1981)
kiloxy was here, nsw records (1983)
caught in the act, nsw records (1984)
styx classics, nsw records (1987)
edge of the century, nsw records (1990)
greatest hits, nsw records (1995)
greatest hits II, nsw records (1996)
return to paradise, cnc (1997)
grave new world, cnc (1999)
nrch allies: live at alverport, cnc (2000)
styxworld live 2001, cnc (2001)

criticism is constructive, even if it comes from a negative place, there's probably something of value that you can take from it, and your skin gets a lot thicker the longer you've done this and the more criticism you've taken. So we're all each others' reviewers, and we tighten up the show in that way. I find there are two types of musicians: the ones who are completely devastated by the road experience and of having to get up in front of an audience night after night after night and the ones who are energized and invigorated by the process and that way of life. And I happen to be onstage right now with four other guys who are of that mind-set.

Continued on page S-12



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30TH ANNIVERSARY

STYX Q&A

Continued from page S-10

You guys, now in your third summer of touring as a unit, have meshed remarkably well. In the early days of the band, once Tommy joined and the classic lineup was in place, how long did it take to achieve a level of cohesiveness with each other?

Shaw: Well, we went out and played a tour before we did any songwriting or anything like that. So we got to know each other on the stage playing pre-existent music; that's how it meshed. It meshed first as a live band, so we got to know each other on the road. So when it came time to go in the studio and write songs, we all were writing our war stories, and we were all in the same trench.

At that point, I was totally excited. I was pure adrenaline. What I didn't know, I just kind of bullied my way through with enthusiasm. I might have driven them a little nuts, but I was so excited I couldn't control myself. They had kind of been a band that stood there and played. I didn't know what they used to be like, all I knew was the good time I was having. So it kind of forced them to move around a little bit more, to just be a little more animated.

Young: I think we had a strong team to start with at that stage, but Tommy definitely kicked it up a notch. Tommy had an attitude, he was as driven as the rest of us to go forward with something like this. Tommy and I spent a lot of time together over the first couple of weeks, with me showing him all the guitar parts. So we bonded as guitar players, and onward and forward we went.

It's interesting you mention that bonding, because the ability you two have to complement each other with your very unique styles of play has been one of the obvious strengths of the band for the past 25 years.

Shaw: Yeah, having J.Y. is like doubling what you can do, because we'll sit down to write and he will take the same basic idea of a song and he'll head in kind of a parallel direction. You know, if there's a center line, I'm to the right of it and he's to the left of it, and it becomes this very broad thing that's all going in the same direction, but it just got wider.

Young: The great thing about where Tommy and I are today is that we had the chance to sort of influence each other back when we first got together, and then got to go out and be influenced by other people and interact with others and come back with a whole new appreciation. We recognize that, together, we make, as Lawrence would say, one super rock guitar. In the old days, I'd say there was competition, albeit a friendly one, between us, even though we would pretty evenly divide up the solos. We have a two-pronged guitar attack. And rather than viewing that as problematic, I think we're both able to elevate the team. Really, the spirit of the team is there, and we recognize that there's some unique chemistry that he and I have, and we share a unique history. It's a very special thing, both professionally and personally, that we have.

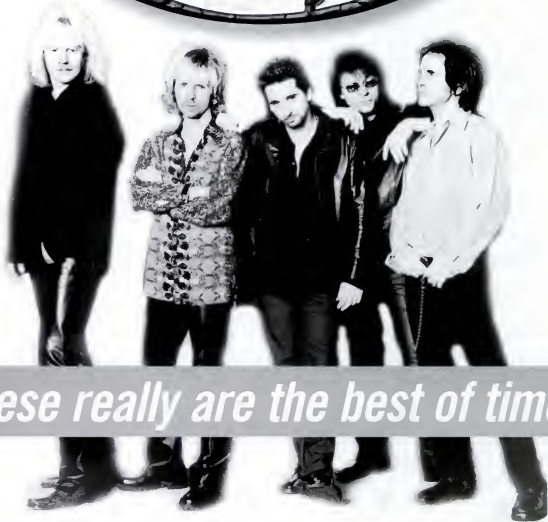
How much collaboration between band members was there on the earlier Styx albums?

Shaw: In the beginning, there was collaboration, especially with *Grand Illusion*. That was our most collaborative record ever. *Pieces of Eight* was more of a rock record. That was my favorite Styx record of that phase of our career. But for *Grand Illusion*, we were all kind of pulling in the same direction. And it would come to rehearsal with a germ of a song idea, and it would spark ideas in the rest of us, and we all co-wrote on each others' songs. You'd be amazed at who wrote what parts on what songs. Even though one guy would get credit for writing the whole thing, there would be contributions, arrangement-wise, that would come from the rest of the band.

But as we got more successful, it became more that you came in and you kind of were responsible for recording and producing your own songs and putting them all together, and then everybody sings on them and plays solos. And that's just the way it went as we made more records. In retrospect, we should have tried to sit down in a room and make records like we had before.

I think a lot of Styx fans are anxiously curious to see just what the current lineup will create together in a studio setting. How eager are you guys to write some new songs together?

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30TH ANNIVERSARY

STYX Q&A

Continued from page S-12

Gowan: I absolutely love this tour, but finding out what kind of music we actually create together is probably the most exciting thing for me. The thing is, I already know it will be strong because we've done separate bits that we've worked up—that guys have brought in over the course of the two years—that we've worked up in sound check. Every single time, it's like, "Oh, you don't record this now? This is going somewhere." That's come up several times, and it's taken away any anxiety I had about that working out.

Sucherman: With the powerful additions of Lawrence and Glen, the possibilities of what could be are very exciting to me. I think this band has incredible potential.

Burnitz: We are all looking forward to creating new music in the studio. It will be varied and spectacular.

Young: The gifts of the writers within the framework of this band are enormous, and I think we have an awful lot of conflict. And conflict, they say, leads to creative tension, and creative tension leads to ideas for songs. So, I'm sure we have a whole lot of stuff to write about. And, musically, across the board, this is an incredibly talented lineup and a motivated lineup. A great record will be made, but the exact timing of it is yet to be determined.

So there is no definite timetable yet for a new studio album?
Shaw: Well, right now, we're so involved with this federal lawsuit [filed by DeYoung]. The court date is set for May 2002. We don't want to make an album in the midst of all that. In the meantime, we've put out a couple of great live compilations. We've continued to go door-to-door, as J.Y. says, "scent-marking the planet," with this new band. We've kind of taken lemons and made lemonade—and some pretty bitchin' lemonade at that.

What is the general basis of the lawsuit?

Young: The lawsuit is trademark related. I believe that we will prevail. It's based on the fact that the only document that directly addressed that issue expired and then we have other things to go on as a result of that. But the reality is it's always been majority rules in this band, and the majority chooses to utilize the trademark in this way.

Panazzo: I'm really sorry to see this happen. I've known Dennis for 40 years, and I love him as a brother. I'm sorry that he is hurt, but he has to do what he has to do, and we'll have to do what we have to do.

Burnitz: It's unfortunate, but almost expected. What's happened to Styx is a divorce. It's too bad but perhaps inevitable, given the long-term relationships and personalities.

What does Styx have to offer in 2001?

Sucherman: Right now, the band is better musically than it ever has been. I think a lot of people are surprised, because it is really hard to believe the energy this ensemble puts out. I think there are a lot of bands that have been around 20 or 30 years that are ghosts of their former selves or are doing the best they can or going through the motions. We've played 260-odd shows [with this lineup], and that's something the band of '86 never did. You go out and do that many shows, and you are either dead or you are absolutely flaming. In this case, it's the latter. I'm surprised it keeps getting better and better, and one thing that does amaze me about this ensemble is that there is never a bad night. I don't think I have ever been in a band where it has been like that, where every show is just killing.

Shaw: I defy someone in their 20s to come keep the pace that we keep out there.

Young: There's no greater joy to me as a performer than to go into a city that we haven't played in 10 or even 20 years, as is the case with a lot of the places we've played in the last two years. To go to Boise, Idaho, and find an audience there that is just—it reminded me of Montreal, which is maybe the best audience for this band that we've ever had. Boise equaled them, and we hadn't been there in 20 years. That blew my mind. We hadn't gone to Japan since 1982; we hadn't gone back to Germany since 1984. We've never been to Australia. We've never been to the Eastern bloc. We've never been to any place on the African continent. We've never been anywhere near the Indian subcontinent. There's all these places. It's a global economy, and it's a global place for rock music to be heard and appreciated. ■

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Following *Edge of the Century*, Styx disbanded until 1996, when Shaw rejoined the group, which was reunited with the exception of John Panozzo, who was gravely ill and died on July 16 that same year. Todd Sucherman, a talented drummer already on tour with the band, filled the spot permanently.

"It is very difficult sometimes for me, because I wish that [John] was here to share in the very cool experiences that are going on with the group now," Chuck Panozzo says. "But his legacy lives on when I play. I feel he is with me. When I hear the music live, then I know it's like John is alive, because his music is there."

"I think he would be very impressed, because Todd is an excellent drummer. I'm really glad the drumstick was passed to him. I always say John played with thunder and Todd plays with lightning. When I first met him, I think he thought I was

going to jump over the drum set and strangle him. I said, 'You know, Todd, there is nothing to worry about. You are filling a position that needs to be filled. The only time we will have a confrontation is if I speed, you tell me, or if you speed, I'll tell you.' We've never had that conversation again after that, because he is perfectly timed."

This lineup also mounted a successful follow-up tour in 1997.



I have a number of platinum records on my wall that I am very proud of because they were a band that was a challenge to break. In 1974, Styx's first record with nsm was big everywhere except easton, where they were the antithesis of the easton sound, and san francisco. It took two unusual circumstances to break those markets. In easton, john sebastian started a station and played all of the music that wecm would not play. That worked for styx. out, in san francisco, it all came down to eoh acclay, a o3 at nsm. acclay would play the same songs in the same order every day for months, until he would discover a bunch of new records and switch them. When I couldn't get anyone to take me seriously at nsm, I went to acclay and said, "I need a favor; what is it going to be?" He wanted dinner and a very expensive wine in a very expensive restaurant. I said, "Okay, but I need you to play styx." And, sure enough, for the next month at 3:30 every day, he'd play styx. He was a man of his word.

—Heavy Lenny, Heavy Lenny Promotions

A NEW CHAPTER

That version of the band released Styx's first studio album in nine years, 1999's *Brave New World*. That's also when Styx made its latest and most dramatic lineup switch. When the band hit the road in support of that record, DeYoung, who declined to tour because of a rare illness, was replaced by Lawrence Gowan, a successful solo artist in Canada who had opened a few shows for the band there in 1997. An energetic stage presence, Gowan has won fans over with his strong voice, a quirky revolving keyboard setup and his over-the-top performances. Chuck Panozzo decided to take a break from full-time touring duties, although he still makes unscheduled part-time appearances with the band, and Styx rehired Burinik, himself an extroverted performer, this time on bass.

Styx has weathered its personnel storm amazingly well. Fans find the band now offers a lineup in which every member literally demands visual attention without detracting from what the others are doing. It's a rare dynamic, and Styx is a better live band because of it.

"I think that's part of the whole magic," says Charlie Brusco, the band's manager. "It's a mile a minute. You've got to keep your eyes on everything that's going on, because it's going past you faster than you can see. What looks like madness and craziness and everything else that you see going on on-stage is actually just them expressing everything they want to get across to people. You can't miss that they're enjoying what they're doing. I've been involved with over 300 shows with this lineup, and I've yet to see one where I thought, 'They're just walking through this.'"

For whatever reason, the things that have happened to Styx have been *karmically delightful*, Young says. "We've got so many fun people out on the road right now. They have learned to put the fun back in dysfunction."

As for DeYoung, he has filed suit against his former bandmates, claiming trademark infringement.

"All I can say is it's a very sad thing that it had to come to that," DeYoung says. "That band was special because of the people that were involved in it. That's what makes all bands special. And that's the way they should be, in my opinion. I certainly didn't want this to be the way it turned out. I didn't want them to go out and say anybody can be in Styx, because I think that dilutes it."

Whatever the lineup, Styx has proven to be one of the few bands able to span generational gaps in music, which has translated into long-term success.

"I think it translates because, No. 1, the music is timeless," says Bruce Resnikoff, president of Universal Music Enterprises, the company that oversees Styx's back catalog. "The type of melodies and harmonies they wrote have a certain appeal to the younger ear, as well as to what I'll call the aging ear." The music continues to appeal to baby-boomers, but it is also very attractive to Generation X.

"I think, musically, they were important in helping transition pop music from the '70s into the '80s, and I think they did that because they were able to create music that had a harder edge than traditional pop songs. And they were able to be somewhat flexible and adjust their styles to the musical changes that were going on between the mid-'70s and mid-'80s."

Those talents and abilities bode well for the band's continued success in the new millennium. "It's funny that we're celebrating 30 years," Brusco says. "I think that these guys could have 30 years left in them, at the rate they're going." ■



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Since May 10th, Styx and
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in 41 cities for over
a quarter million people...

and donated over \$100,000
to the Rock & Roll Hall of Fame
and Museum's Education Fund.

From the bottom of our
rock & roll hearts, we
congratulate and thank you.



Photo by Larry Miller

thank
you



Words & Music



by Jim Bessman

SONY/ATV WEB SITE'S MIND-SET: In devising its new business-to-business Web site, sonyatv.com, Sony/ATV Music Publishing tried hard to "get into the head of the music picker."

So says the company's executive VP, **Jody Graham Dunitz**: "We know that the people who pick the music for visual product aren't necessarily computer-savvy, but they are very high-energy, quick-thinking, walking encyclopedias of music. So if we wanted to build the site of first resort, it had to be simple and productive."

More than two years of intensive research went into analyzing the user, exploring the options, and creating the appropriately easy-to-use software, which was developed and designed in conjunction with Los Angeles-based Counterpoint Systems.

"It's not about the song, but the user," Dunitz explains, noting that everything from the names of the online music search buttons to the search-field labels have been selected according to common sense. "It's a self-selecting profession—people who love music gravitate to it. They already know all the best songs of the '60s in their heads, and they only come to a tool when they're stuck. So we want our tool to be the first one they come to—and for it to be useful enough to make them come back."

To that end, Dunitz says, Sony/ATV director of creative services and catalog development **Steve Stone** spent 1½ years categorizing songs by meaning and content, "not just literal words. So if you want a song about

romance, you plug in the word 'romance' and get, say, 300 songs—but maybe 200 won't have the word 'romance' in them. On 95% of the other sites, you have to have the literal word in the title or lyric. Go to one prominent publisher's site and type in the word 'marriage,' and you'll get two retrievals from a 1 million-song catalog. [Type in] 'marriage' in our house and you get dozens, because there are lots of songs about marriage and relationships that do not include the actual word."

Stone, Dunitz notes, listened to the 3,000-plus songs that are on the site now and characterized them by approximately 90 search topics—in addition to genres and styles/moods. "Music supervisors look at a scene and see it's about falling in love, and all of their needs grow out of the concept of the visual to dictate the song," she says. "So they can use our search engine to latch on to concepts and not just literal words."

Dunitz also credits Stone for "capturing the essence of the song" in choosing the site's audio samples. "Other sites use a robotic software-editing tool that takes 30 seconds of a song from its start, but Steve listened to every recording and picked out the most important part for our targeted audience. That's the stuff we believe will achieve our goal of being the site of first resort."

The next step in reaching out to Sony/ATV's target audience is the development of a CD-ROM with search-engine software, to be supplied to "the most important music users," Dunitz says. "We'll install the software onto their hard drives so they don't have to be online to use it, and it will be automatically updated with added songs when they do log on."



Del and the Boys. McCoury Music (BMI) writer Del McCoury recently performed with his band at New York's B.B. King Blues Club & Grill in support of his new CD, *Music album, Del and the Boys*. Pictured, from left, are the McCoury band's Jason Carter and Rob McCoury, *Billboard* music publishing editor Jim Bessman, the band's Ronnie McCoury, *Billboard* editor in chief Timothy White, McCoury's Monterey Peninsula Artists booking agent Bobby Cudd, and the band's Mike Bub.

NSAI Holds Summer Camp For Songwriting Hopefuls

BY JIM BESSMAN

NEW YORK—The Nashville Songwriters Association International (NSAI) is repeating its SongCamp 102 course, which it introduced last year.

The NSAI sponsors four SongCamp programs each year for aspiring songwriters, as well as an additional SongCamp at Sea cruise. Unlike the more structured Song Camps 101, 201, and 301, SongCamp 102—to be held Aug. 12–14—is a stand-alone program with a rotating faculty of top Nashville songwriters, says Claudia Young, the NSAI's director of song camps and cruises.

Faculty for this year's SongCamp 102—which, like the other Song Camps, takes place some 45 miles west of Nashville at Montgomery Bell State Park—includes Jason Blume, Robert Byrne, Craig Carothers, Don Henry, Chuck Jones, Roy Lee, Tim Norton, Thom Schuyler, and Alan Shamblin.

"It's the crème de la crème of Nashville," Young says. "We've got people like Thom Schuyler to lecture and give critiques; Alan Shamblin, who's a songwriting god in this town; and Robert Byrne, a



COTY

great producer/songwriter. It's an incredible program."

The idea for the program, Young says, "grew from popular demand." She adds that it offers something extra for those students who've gone through the SongCamp 101, 201, and 301 sequence.

HEAVY ON CRITIQUE

"SongCamp 102 has a more open enrollment—up to 85 people," Young says. SongCamp 101 caters to 66 enrollees, while 201 pares attendance down to 36 and 301 to 30. The three-day retreat is further distinguished by heavy concentration on critiques—with at least two personal song critiques of each student's submissions by the faculty—in addition to large-group lectures and small-group sessions that feature group co-writing exercises.



'Ain't nobody doing this for the money—that's for sure. It's the effect SongCamp has on people.'

—CLAUDIA YOUNG, NSAI

"Each camp has its own flavor," Young continues. The faculty for the other three programs—which have been operating for nine years—consists of Hugh Prestwood, Rick Berezford, Craig Wiseman, Angela Castell, James Dean Hicks, and Ralph Murphy.

"SongCamp 101 specializes in 'songwriter breakdowns,'" Young says. "Hugh Prestwood, for instance, sits in a room with a small group and plays a song like [his 1993 Trisha Yearwood hit] 'The Song Remembers When' and talks about it for 45 minutes. So there's a large-group lecture about songwriting in the morning, and in the afternoon people go from session to session doing breakdowns. It's magical to hear songwriters telling the story behind songs—as well as [talking about] the business end of the business and [providing] information on the craft."

The format of SongCamp 201 is similar, but it increases the emphasis on the faculty's personal critiques of student submissions—"which is what everybody really wants," Young says. "I could offer God himself, and all anybody wants is a song critique, because that's what it's all about: their work and their soul—and if it's good."

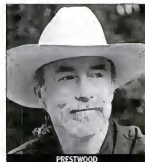
SongCamp 301 further reduces the size of the group. "It's a more intimate setting and is focused heavily on co-writing, because Nashville's a co-writing town and that's what people do here," Young says. "It's really interesting, because folks get thrown together [as if they were] on a blind date and come up with fascinating stuff." The SongCamp at Sea

program is less intensive than the "boot camp" nature of the Montgomery Bell programs, Young notes. It combines learning with leisure time and socializing.

"Ain't nobody doing this for the money—that's for sure," Young says of those who work on the SongCamp program. "It's the effect it has on people. Grown people come to me in tears, bringing flowers and candy and gifts, saying it's the greatest thing they've ever done in their lives. It's almost embarrassing, because I'm just the administrator."

TEACHERS LEARN TOO

And students aren't the only participants who express such pleasure. "I come away very inspired and excited," says Prestwood, who is also a longtime songwriting teacher at New School University in New York. "The students eat up everything you say, and it's really fun and very satisfying and rewarding. The great thing is that it gives them a chance to play songs for great professional songwriters and get feedback, and if we hear something we really like, we turn them on to someone else. So



PRESTWOOD

it's a great way to get heard as well as learn more about songwriting."

Testifying to this, Mercury Nashville artist Neal Coty credits his attendance at SongCamp in 1994 with opening the door for him in Nashville. "I was pretty damn green when I came here from Baltimore with no money and went to camp with writers like Hugh Prestwood and Rick Berezford," Coty says. "I really learned a lot, and one of my songs that got critiqued ended up getting me a publishing deal. But I learned a lot by watching those guys work, and I gained confidence because they encouraged me and said, 'You can be a writer. Here's what you need to do.'"

The cost of enrollment for SongCamp 102 is \$325, including lodging and meals. Further information is available at nashvillesongwriters.com.

New Record Plant Studio Will Bolster Miami Market

BY CHRISTOPHER WALSH

The celebrated history of Record Plant Studios is taking another turn. Founded in 1968 in New York by Chris Stone and the late Gary Kellgren, Record Plant opened a Los Angeles location soon after, followed by yet another facility in Sausalito, Calif. Ultimately, the New York studio closed and the Sausalito facility was sold (now operating as the Plant Recording Studios, owned by Arnie Frager), as Stone and Kellgren concentrated on the burgeoning Los Angeles recording market.

Now, Record Plant plans to open a boutique studio in Miami's South Beach in 2002, reports president Rose Mann Cheney.

The exploding Latin music market has brought a corresponding boom in recording activity in Miami, exemplified by the acquisition and renovation Criteria Recording by the Hit Factory Studios of New York. That renovation is now complete, confirms Troy Germano of the Hit Factory, who says that clients are loving the multi-room facility.

With the addition of a Record Plant facility, Cheney says, Miami will secure a place alongside New York, Los Angeles, and Nashville as the meccas of the U.S. recording industry.

"It will really show that Miami is the place to record, if you've got two major [studios] there," says Cheney, whose Hollywood facility has been solidly booked all year, mirroring the busy L.A. market. "We have a really big Latin clientele right now. And we're just offering to be another location. We're not trying to take away business [from existing Miami studios]. It will probably be three rooms, and it's got to be in South Beach."

As with the four-room Hollywood facility, Cheney maintains, client service will be of paramount importance. "I mean, everybody's got the same equipment," she says. "It's my staff and the service clients get that clinches it. If somebody wants to buy a present for their wife, there's somebody to do it. If somebody wants their Christmas shopping

done, it's done. Dry cleaning, car cleaned, secretary, assistant—anything you want."

AND THE WINNER IS: The 17th Annual Technical Excellence and Creativity (TEC) Awards will be held Sept. 22 at the Marriott Marquis in New York, during the 11th Audio Engineering Society Convention. Presented by the Mix Foundation for "excellence in audio," the TEC Awards honor technical and creative excellence in recording and sound production.

Siobhán Dan will receive the Les Paul Award, which recognizes musical artists whose body of work has epitomized the creative application of audio technology. Roy Hale, who produced albums by Paul Simon, Bob Dylan, Laura Nyro, Bob Seagars, and others, will be inducted into the TEC Awards Hall of Fame, which recognizes individuals whose careers have exemplified the spirit of technical and creative excellence in professional audio.

BROOKLYN'S BOOMING: The real estate boom in Manhattan, only now showing signs of a slight cooling, has pushed gentrification in all directions, turning previously undesirable neighborhoods into hotbeds of development. The Williamsburg neighborhood of Brooklyn, currently a very popular destination for cost-conscious Manhattanites, has been exploding with galleries and nightlife for some time. Unsurprisingly, Bohemian Williamsburg—adjacent to the East River, a short subway ride from New York's East Village—also offers an abundant supply of recording facilities at rates a fraction of those of comparable rooms in Manhattan. They range from Coyote Studios, one of the pioneering businesses in the neighborhood, to Excello Recording, Mission Sound, and Studio G, all located within a few blocks of one another, less than one mile to the west.

One facility, located in a turn-of-the-century bank building one block from the river, is the newly renamed and reopened Metro Grand Studios, at 33 Grand St. Formerly 33 1/3 Recording, Metro Grand Studios is a huge, 2,000-square-foot open space with 20-foot-high ceilings and impressive acoustics (the back cover of Chris Whitley's *Perfect Day*, recorded here in March 2000, provides a snapshot of the room).

Several partners will contribute to the management and session activity at Metro Grand: engineer/producer Mike Klein brothers Jason and Joel Jordan of The Earth Program and Kung Fu Lounge (see earthprogram.com and kungfulounge.com for explanation; Jason is also director of A&R at Hollywood Records); producer Angel Monas and his manager, Stephanie Reid. Also managed by Reid, director Graham Elliott will bring a film and video emphasis to the business, taking advantage of its striking visual element.

"This place really fell in my lap," reports Klein, a Buffalo native who studied audio engineering at the Fredonia campus of the State University of New York (where he worked at Record Plant and Greene Street) and Philadelphia, where he helped to produce Tongue and Groove with Shelby Yancey and Michael Block. "I was never of the mind to own a recording studio."

Metro Grand does not have a control room, like its predecessor, 33 1/3, and the occasional rumble of trucks outside can be heard. But this facility is unique, marked by unusual angles—there are no parallel walls, of

course—and the sounds captured inside are stellar, represented on a myriad of recordings made here over the last three years.

"I like this room open," Klein asserts. "Some people want to put up a wall, but there are plenty of studios like that. Even though it's open, with good mike technique you can really get a lot of isolation. And bleeding has never been an issue with me, as long as it's good bleed. Ultimate isolation is not really something I strive for. I like the drums as a kit, as opposed to individual pieces. And you schedule your day around what goes on around here: don't do tabla overdubs at noon, do



Brooklyn, New York's Metro Grand Studios is housed in a turn-of-the-century bank building.

loud electric guitars. And at night, this place is really quiet."

As the action at Metro Grand Studios heats up, the partners are completing the equipment list. Currently, most recording is done to a 24-bit Pro Tools system with Apogee converters and Mark of the Unicorn's Digital Performer, the latter of which is receiving especially high compliments. But, Klein notes, a 2-inch analog tape machine will be added. In the meantime, he rents gear as needed from New York rental company Dreamshare, such as the recent tracking sessions by artist Nick DeMatteo, which called for additional outdoor preamplifiers and microphones.

Further plans include surround monitoring and a projector and screen for film mixing. "There are a lot of indie film people in the area now," Klein notes. "I want to have a regular surround monitoring system in the control room area, but you can also build one out in the full size of the room, and get a feel of what it would be like in a real theater. If it works out, it might be a nice alternative to sitting in a regular 10x10 control room with six speakers, guessing how the theater is going to sound."

"The room is incomparable with anything else," Klein summarizes. "It's perfect for sound."

August 4 2001 Billboard Production Credits

BILLBOARD'S NO. 1 SINGLES (JULY 28, 2001)

CATEGORY	HOT 100	R&B	COUNTRY	MODERN ROCK	ADULT CONTEMPORARY
ARTIST	U REMIND ME (J. Cashmere, Jimmy Jam & Terry Lewis)	U REMIND ME (J. Cashmere, Jimmy Jam & Terry Lewis)	I'M ALREADY THERE (Lonestar) (J. BNA)	IT'S BEEN AWHILE (Faith Hill) I Am a Gulliver (HipEaters/USEE)	THINE YOU'LL BE (Faith Hill) I Am a Gulliver (Hollywood/Warner Bros.)
RECORDING STUDIO(S) (Engineer)	STANFORD (Stanford, CA) TREE SOUND (Hollywood, CA) Kimo Frye, Mark Rouse	STANFORD (Stanford, CA) TREE SOUND (Hollywood, CA) Kimo Frye, Mark Rouse	EMERALD (Nashville) Jay Sealing	NO (N. Hollywood, CA) LINDS VUE FARM (Hollywood, CA) Josh Abrams, PJ. Dove	HIT FACTORY (New York) Bob Bruckman
CONSULT(S) (DAVIS)	SSL 4000 G+ SSL 4004 G+	SSL 4000 G+ SSL 4004 G+	SSL 9000 J Pro Tools	Neve 8008 Neve 8070 Pro Tools	Neve VR
RECORDERS	Studer A827	Studer A827	Pro Tools	Studer A827 Studer 800, MCI Pro Tools	Pro Tools
RECORDING MEDIUM	BASF MP BASF MP, Pro Tools	BASF MP BASF MP, Pro Tools	Pro Tools	Pro Tools Quadrant 6P	Pro Tools
MIX DOWN STUDIO(S) (Engineer)	LAMARQUE SOUND NORTH (Minneapolis, CA) Kevin "KID" Davis	LAMARQUE SOUND NORTH (Minneapolis, CA) Kevin "KID" Davis	EMERALD (Nashville) Jay Sealing	QUADRANT 6P (New York) Andy Wallaces, Steve MacIntosh	RECORD ONE (Shannon, CA) Mike Shapiro, Steve MacIntosh
CONSULT(S) (DAVIS)	SSL 9000 J	SSL 9000 J	SSL 4004 G+/G+ Pro Tools	SSL 4000 Series W. Altemio	SSL 9000 J
RECORDERS	Pro Tools	Pro Tools	Pro Tools	Studer A827 Studer 800, MCI BASF 150	Pro Tools
MIX DOWN MEDIUM	Quadrant 6P 1/2"	Quadrant 6P 1/2"	Quadrant 6P	Studer 1/2" Studer 800, MCI BASF 150	BASF 150
MASTERING (Engineer)	HIT FACTORY (New York) Mark Powers	HIT FACTORY (New York) Mark Powers	DAVEY LEB (Los Angeles) Moe Velez, Robert Wallby	DAVEY LEB (Los Angeles) Moe Velez	BENNE GRUNDMAN (Los Angeles) Patrick Sullivan Four Star

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Australia

The Billboard Spotlight

SYDNEY—The Australian music industry, always with a keen eye on its global prospects, needs ammunition and aggression to boost business at home during the second half of this year.

The 21 million albums sold through May were equal in volume to last year's corresponding period. But the hangover from the second half of 2000—the post-Olympics retail gloom, consumer confusion over a new 10% goods-and-services tax, and the weak Australian dollar—continued into the first half of 2001. The prospect of a drawn-out election campaign does little to increase business confidence, although signs indicate the economy will fire up in the second half.

Any growth was primarily driven by discounting—which both suppliers and music retailers see as an unhealthy state of affairs. "This trend for discounts means there is, of course, less money to market to the end consumer, which [ultimately] isn't healthy for a strong marketing-driven business," says Denis Handlin, chairman and CEO of Sony Music Australia. "Although retailers may enjoy their increased margins, with less marketing to drive consumers into stores, it will affect the development of the business in the medium to long term."

Shaun James, chairman of Warner Music Australia, concurs. "The market's been working midline and budget catalogs harder, [and] the top end hasn't been operating this year," he says. "Some strong international and domestic releases are coming up this year, but the strategy is to develop new acts."

CHEAP SINGLES

Ed St. John, managing director at BMG, points out that the Australian singles market has become like Britain's. "Everyone is discounting to \$5 AUS [\$2.50 U.S.]; the era of the \$8 AUS [\$4 U.S.] single is gone," he says. "We put a huge amount of money into breaking acts and albums via singles, but not a cent is being made from them."

Much of the discounting is from department chains that draw consumers into stores with marked-down music. Price-point disparity between independent outlets and major discount chains has grown to as much as 30%, according to the Australian Music Retailers Association. AMRA is nervous that long-term sales will be affected if bargain-hunting consumers are not exposed to deeper catalog and new music.

AMRA chairman Gavin Ward says DVD now constitutes 10% of business for music retailers. "Micro-marketing to specialist needs of individuals is definitely the strength of the future, particularly against the price marketers," he says. The low exchange rate opened opportunities for

The Promise Down Under: A Better Time Ahead?

Taxes and retail discounting cloud the horizon, but local talent and label restructuring support an optimistic outlook. **BY CHRISTIE ELIEZER**



disip in foreign revenue will not be repeated. We'll see exceptional growth in foreign revenue."

STRENGTH OF LOCALISM

In the face of a flat market, labels restructured operations and intensified their competitive streak. Australia was the biggest territory per capita for many international releases—despite the fact that the low Australian dollar cut down the volume of concert and promotional tours. The major positive was the strength of a new breed of local acts.

"We'll see more signings of R&B and traditional rock acts," predicts Universal chairman Peter Bond.

Adds Liberation Records' MD Warren Costello, "The rock/dance hybrid is

going to create something fantastic—and with global appeal."

In the wake of the auction of the nation's first commercial-radio FM licenses in 20 years, the DMG network entered the radio market with its annual ad revenue of \$700 million AUS (\$350 million U.S.) by snapping up licenses in three cities for \$292 million AUS (\$146 million U.S.). Its emergence loosened playlists of Austereo and the Australian Radio Network.

Pay TV expanded its reach. Aspiring club stations like

Continued on page 48

export-oriented retailers and distributors. "The empirical evidence suggests that this could be as much as 3% to 4% of the market," Ward continues. "This pulls the industry-reported wholesale figure of a 3.9% decrease at the end of 2000 even lower and indicates the difficult situation that many in Australian music retail are facing today."

But the Australasian Performing Rights Association anticipates good numbers when it announces its 2000-01 figures next month. "We expect strong growth for the financial year; indeed, much stronger than we predicted at the mid-year point," says CEO Brett Cottle. "Last year's

Australia

Key Australian Record Companies

BMG MUSIC AUSTRALIA

Top Executives: Ed St. John, managing director
Artists Include: John Farnham, You Am I, The Mark Of Cain, Nikki Webster, Augie March, Wendy Matthews, Bachelor Girl and Olivia.
Priorities: "Build up our market share and see what our new team can do creatively, because it's a very good one, and I am excited by its potential."
Website: www.bmg.com.au

EMI MUSIC AUSTRALIA

Top Executives: Tony Harlow, managing director
Artists Include: Living End, Madison Avenue, silverchair (through the 11 label), Kasey Chambers, GT, 12th Man, Dan Brodie, Paul Mac, David Bridie, Bodysar and Paul Kelly.
Priorities: "Break exciting new acts like Speedstar, Dan Brodie, Danielle Spencer and Eskimo Joe [and continue international buildup] for Alex Lloyd, Kasey Chambers and the Living End, and exploit strategic marketing opportunities."
Website: www.emimusic.com.au, www.virginimusic.com.au

FESTIVAL MUSHROOM RECORDS

Top Executives: Roger Grierson, chairman
Artists Include: Kylie Minogue, 28 Days, Motörhead, Christine Anu, Yothu Yindi, Gerling, Jimmy Little and NoTU RnL.
Priorities: "Continuing to focus on our own repertoire and key licenses, maintain our exploiting strike rate, provide the best launch pad we can for the internationalization of our repertoire, and to focus on our 50th-birthday celebrations."
Website: www.fimrecords.com.au

SHOCK RECORDS

Top Executives: David Williams, chairman
Artists Include: Superheist, Monarchs, TISM, Diana H Naid (through the Origin label) and Tiamos.
Priorities: "To break Superheist globally and expand the operations of our CD-fulfillment company and our new film and DVD division."



Website: www.shock.com.au, www.shockexports.com

SONY MUSIC ENTERTAINMENT AUSTRALIA

Top Executives: Denis Handlin, chairman/CEO
Artists Include: Tina Arena, Human Nature, Frenzal Rhomb, Leah Haywood, Something For Kate, Sunk Loto, Lo-Id and Jebefiah.
Priorities: "Ensure the company is focused on a single priority system and continue a 'one company' mindset in order that we become bigger, better and smarter than our competitors."
Website: www.sonymusic.com.au

UNIVERSAL MUSIC AUSTRALIA

Top Executive: Peter Bond, president
Artists Include: Powderfinger, Skunkhoun, H1001, Cruel Sea, Grinspoon, Ilana and Joanne.
Priorities: "Breaking of new acts across a broader range of genres, because we've been tagged as a rock label. Also, expanding our strategic marketing division."
Website: www.universal-australia.com.au

WARNER MUSIC AUSTRALIA

Top Executive: Shaun James, chairman
Artists Include: Taxiride, the Whildams (through Yaki), Pnuu, Shihad, Primary, Palladium, Kaylan, Bardot, Mischelle Bradford-Jones.
Priorities: "Continue to work on developing our quality roster, expand our successful strategic marketing division and make better use of our new centralized releases desk."
Website: www.warnermusic.com.au

ZOMBA RECORDS AUSTRALIA

Top Executives: Paul Paoletti, general manager
Artists Include: Area 7, Friendly, Waylayd, Hayley, Gadigah Radio, Honeyblack.
Priorities: "Consolidate our international roster, take Area 7 abroad and increase the profile of our other local acts."
Website: www.zrta.com.au

BETTER TIME AHEAD

(Continued from page 47)

Hitz FM and Kicks FM—small outlets seeking permanent broadcast licenses—showed they could break R&B acts.

MAINSTREAM FOOTWORK

Dance culture moved further into the mainstream. Independent labels created a culture of their own again. The majors expanded their strategic marketing and Internet divisions, while two majors—Universal and BMG—headed into the second half of the year with new executives at the helm.

Piracy and CD-burning are cited as challenges for the future, with Sony's Handlin pointing out that one of its new acts, Sunk Loto, had "enormous WP impact with its core demographic but suffered heavily in the target market through CD-burning at critical promotional stages."



Sony Music, the market leader, slimmed its label division, replaced state-based sales teams with a national call center, expanded roles for national account managers and positioned itself to launch into the DVD market. It was among the biggest per-capita territories worldwide for international Sony acts such as Anastacia, Destiny's Child, Wheaton and Bonamf Mts.



While Sony scored a local-artist victory with Something For Kate's "Echolalia" which debuted at No. 2 on the ARIA charts at No. 2 last month, newcomers such as Leah Haywood, X3, Lo-Id, Sunk Loto and Loui Lee Scott also made their presence felt. In addition, the company signed Charlton, Sebn, Delta Gooden and Anna-Marie La Spina. Says Sony's Handlin, "We take seriously that we are the leaders and need to maintain the policies of leadership."

But Universal Music Australia is cycling that role. "We want to be clear market leaders and build our share from 21.3% to 25%," says chairman Bond. This will be done by increasing the local roster from 10% of its business to 15%. Managing director George Ashi, who joined last month, has to widen Universal's image from just a rock and alternative label. New signings covered dance (Lyndell), pop/rock (Anita Spring, Brooklyn Star) and pop anthems (Candice). Universal acquired distribution from EMI of the country-and-blues roster of ABC Contemporary.

POST-CHRISTMAS BREAKAGE

EMI Music climbed to a clear third in market share. Says MD Tony Harlow, "We've retained focus after a good Christmas and continued to break new artists and sell records. I've been happy that Virgin have pushed above a 10% radio share. The loss of ABC Music should simplify our business."

Aside from working earlier releases by such acts as Madison Avenue, Kasey Chambers and Alex Lloyd to double-platinum levels, EMI's newer acts, the Avanchives and Bodysar, went gold. EMI redeployed its promotion and sales force on a national rather than regional basis and increased its focus on key-account management, new media and direct business-to-business relationships. It also empowered its satellite labels to help with A&R.

Warner Music Australia hit double-platinum with Taxiride, Bardot and the Whildams (through Yaki), while the Superjass' sophomore set, *Jet Age*, headed to platinum. The company is gearing up to launch a strategy to promote albums from Taxiride, Bardot, Pnuu and Primary, Palladium and Mischelle Bradford-Jones, most of which have international releases set.

The loss of A&R head Mark Pope last month after eight years will not change Warner's strategy, says chairman James. "We'll continue our policy of not putting all our eggs in one genre. We've become better focused on selling records over a longer period, we learned a lot about developing careers and continued to build a quality roster." James says of the label's performance during the past year: "The strategic marketing division we set up a year ago is clicking in, and more joint ventures on compilations have been good business." The next step in these ventures will move into areas of premiums, synchronization, soundtracks and jingles.

(Continued on page 50)

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SPOTLIGHT

WAIKIKI
New Technology
PRODUCER: Ben Cossels
MIXER: Stephen George
LIFESPOT 2

"New Technology" is the jaw-slapping second single from Sydney-based Waikiki. Following on from the debut EP "Pneum", this time steps with sexy attitude, grinding out a melodic yet dark groove that hooks immediately. Vocalist and lead player Kalsouni wins your attention with her enigmatic presence. Provocative pop for NR, NRK, ALE and College.



HIGHLIGHT



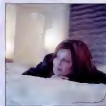
ON INC.
Silver Girl Shuffle/Am What I Am

PRODUCERS: On Inc./Rick Mairnsbridge
MIXERS: Bob Scott/Nick Mairnsbridge
LIFESPOT 2
A cheeky double A-side, "Silver Girl" is a flurry of funk that orders you to the floor while "Am What I Am" showcases funk-influenced Australian pop on hip city life. ON INC. crash down your dose with their debut album "The Rhythmic Flower" which also includes the previous singles "Paranoia" and "You Don't Matter". Thrills at CHR, R&B/Hip Hop, ALE and College.

BRIGHTLIGHT

JACKIE BRISTOW
Silly Girl
PRODUCER: David Leonard
MIXER: David Leonard

"Silly Girl" validates the new star Ringersinger Jackie Bristow makes real music in a punk-pop world. A great indication of what's to come on her forthcoming debut album "Therapy", which includes tracks produced and co-written by David Leonard, Larry Kinn and The Martin. Engaging excellence at AC, Adult Top 40, NRK and Country.



GROOVELIGHT



CHAKRADIVA
Strong
PRODUCERS: Nick Mairnsbridge & David Hennings
MIXER: David Hennings
LIFESPOT 2

"Chakradiva's 'Strong' is the new single from one of the most significant albums of the year. It's sexy, groove pop that evokes the need to leave the house and surfboard your way through life. A tune with Kylie Minogue has already topped 'The New Economy' set which includes the singles 'Drive' and 'Dislike' in NR, NRK, AC, Adult Top 40, NRK and Country.

ROCKLIGHT

ANOTHERFACE
Jumpin'
PRODUCER: Reggie Bowman
MIXER: Matt Wallace
LIFESPOT 2

"Jumpin'" goes straight for the popular in it challenges both lyrically and musically. Its strategy confirms that love, Anotherface is a focused act in hip-hop metal beats meld with a more sharp voice over crunchy guitars. Notable, and in the debut album list, will have you jump in mainstream and Modern Rock.



REVIEW BY NICK BENNETT

POPLIGHT



TALI
Whatever
PRODUCERS: Paul Wiltshire & Shane Monaghan
MIXER: Rich Tronick
LIFESPOT 5

"Whatever" delivers up to the production plate in classic dance pop delivered with gritty R&B attitude. At 17, Tali has a cool, round image that enables her to dip and soar across both the air waves and the dance floor. This track's already a bona fide Top 10 hit and comes from the forthcoming debut album of the same name. Street savvy for Top 40, R&B, Hip Hop and Dance.

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Australia

Oz Online

Hope—not hype—characterizes music companies' latest attempts to shape a realistic future for the market.

BY CHRISTIE ELIEZER

SYDNEY—The Australian online sector is facing up to its problems.

The well-publicized local "dotbomb" crashes of youth Websites including Scape, K-Grind, Rush TV and Bigfatradio.com, have seen advertisers and investors turn skeptical and consumers question the Internet's exciting future. Increased e-commerce activity by local companies comes at a time when the number of sites dedicated to music has decreased due to these collapses. The online music business has to challenge the perception created by global file-

swapping services—including Napster, which had 100,000 subscribers in Australia—that music is a disposable, rather than collectible, product.

But music companies are moving further into cyberspace, now with more hope than hype, and with the security provided by long-awaited digital-copyright laws coming into effect March 4.

LONG-DELAYED TRIALS

Phil Tripp, MD of IMMEDIA!, a conference-promotion company and online publisher, suggests attitudes are a lot healthier, even if bank balances are not. The pipe dreams are gone, and companies are concentrating on conducting e-businesses in more traditional business setups.

"There is a realization [that] the Internet is just one tool in marketing, equally as important as TV, music magazines and billboards," says Tripp. "Too many people got fixated with it being the

Continued on page 34

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BETTER TIME AHEAD

Continued from page 41

STRAWBERRIES AND CLOTHING

BMG's St. John took over that company's MD chair in July. "We have a new team, the strongest we've had," he says, "and our challenge is to make it function effectively and creatively." BMG lost market share but was among the biggest per-capita markets worldwide for Dido, Pink, Foo Fighters and OutKast. Among its local artists, Nikki Webster tapped the under-10 market with a No. 2 single, "Strawberry Kisses," and aroused European and Asian interest; the power trio The Mark Of Cain crossed over to the mainstream; and You Am I's "Dress Me Slowly" debuted at No. 3.

The turnaround of Festival Mushroom Records (FMR), which began three years ago, has kicked in, says chairman Roger Grierson. He notes that, during the first months of this year, the company could boast "six No. 1 singles and five No. 1 albums. No one else came close. We are the only company to have broken two brand-new acts in the same year, and we did it without [major label] recording and marketing budgets."

A tour by Kylie Minogue, Festival Mushroom's most viable local act, had 22 shows and grossed \$13 million AUS (\$6.5 million U.S.), according to Frontier Touring. Of FMR's new acts, 28 Days debuted at No. 1 and is headed for double-platinum, pop act Scandalus had a chart-topping single and album, and Motorcade had a top-5 debut. The new roster has generally paid for itself, Grierson says.

BLUES AND METAL

Shock Records' continued mainstream presence was aided by the gold debut of the album by its priority act, Superheist, and 280,000 sales of the Craig David album. Under new A&R head Stuart MacQueen, Shock rebuilt its local roster. Explains chairman Charles Galdas, "We want to build to three or four big-selling acts, something that will take another 12 months at least." Shock claims 10% of the local dance market, has a healthy country, blues and metal catalog and is expanding its business by setting up CD-fulfillment and DVD/film divisions.

Zomba Records, a relative newcomer in the market, under general manager Paul Paoletto, also had reason to be upbeat. The company scored a gold album with local signing Area 7, an act now slated for an international push.

Continued on page 32

Australia's Largest Entertainment Company

Artists appearing in alphabetical order...

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Australia

Aria Awards: How Australia's Best Are Picked

BY CHRISTIE ELIEZER

SYDNEY—Just who will cause a surprise at this year's ARIA Awards?

In the best-band category, will Powderfinger, You Am I and the Living End make way for hungrier young turks Killing Heidi, 28 Days and the John Butler Trio? Will Kasey Chambers retain the title Best Female or will Kylie Minogue's surge of popularity this year cause a change? Will Vanessa Amorosi, who had no wins last year despite six nominations, make her presence felt?

Will remarkable debut albums like *Siree I Left You* by the Anarchies and *Sinner Studies* by Ange March find recognition? How about new chart entrants Superheist, H-Block 101, Nikki Webster, Even, Lash and Sick Puppies? Wendy Matthews' *Beautiful Now* was a well-received record that did not receive the chart success it deserved. Will that be turned around at the ARIAs when the event is staged Oct. 3 in Sydney?

That will depend on those 630 people who have cast their ARIA

votes in 28 categories (not including the hall of fame, outstanding-achievement or special-achievement awards). The voters come from the ranks of record labels, publishers, bands, talent-management companies, radio stations, music magazines, booking agencies and retailers.

ARIA executive officer Emmanuel Canale points out that Australian albums eligible are those issued between July 2000 and June 2001. Artists need to be Australian nationals or residents. The releases are nominated by ARIA member labels.

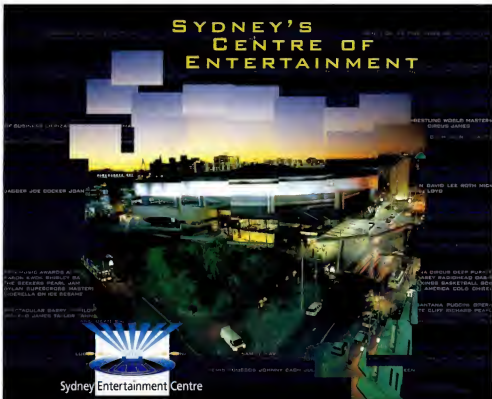
"In the genre-based categories," says Canale, "the record company picks the category. They then can't nominate that release for another category."

Once the nominations were in, the ARIA Awards Committee scrutinized them for eligibility. The committee, chaired by David Williams (chairman, Shock) and Phil Mordock (MD, Origin Music), includes Paul Dickson, director, Festival Mushroom

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BETTER TIME AHEAD

Continued from page 34

Also noticeable is the continued chart success of such indie labels as Michael Gudinski's Liberation, Ralph Carr's Standard, Chris Chart's Roadshow, Ross Fraser's Godham, Chris Krieger's Transistor and Paul Kosky's Wab Wah. Hot had a No. 1 U.K. hit with Eva Cassidy, a first for a local indie.

"As majors rationalize rosters, indies are getting smarter and aggressive," says Liberation's Costello. "We fall down in the size of our marketing dollars, but we come up with inventive strategies. Indies definitely have a culture of their own; the smaller staff has to be multi-skilled and get involved in A&R and marketing."

In the face of a flat market, labels restructured operations and intensified their competitive streak. Australia was the biggest territory per capita for many international releases—despite the fact that the low Australian dollar cut down the volume of concert and promotional tours. The major positive was the strength of a new breed of local acts.

DOUBLING STAFF

Liberation doubled its staff and roster as R&B singer Tati's high chart debut led a list of impressive acts—including Chakradva, O'Nine, Tati, Jackie Bristow, Wakkii and Anotherrace. Liberation taps Gudinski's film and touring divisions to find global markets for its acts.

Similarly, Standard's Carr believes in working to radio formats. "It's hard to break new acts, so you have to give yourself every chance," he says. Carr, who managed Sony's internationally successful Tina Arena, realizes the importance of working contacts in the U.S. "You go for U.S. co-management only if it understands radio," he advises. "It's label support that is important." Populair act S2S, signed

Continued on page 36

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Australia

OZ ONLINE

Continued from page 30

ultimate tool. Some of us made a fortune out of the Internet as information, through being data-drug dealers. The big question is, when do we make the transition to the Net as an entertainment 'mus' as well?

In May, EMI Music Australia, BMG Australia and Festival Mushroom Records began e-commerce tests. Other labels are moving into position. One reason for delay is that negotiations between the Australian Record Industry Association (ARIA) and the Australasian Mechanical Copyright Owners Society (AMCOS) over the rate for digital downloads drag on, destined to end up in the Copyright Tribunal.

This month sees a celebration of online music culture. IMMEDIA's Australian Music Week Online (July 28-Aug. 5) brings retailers, clubs and labels together to promote Australian music through Webcasts and site promotions.

The 5th National Entertainment Industry Conference (NEIC) Aug. 2-4 will conclude with the presentation of the Australian Online Awards (Onya!), where an estimated 50,000 voters decide the winners of industry- and fan-based Web sites in 15 categories. In the artist Web sites category, the Onya! nominees include Human Nature, Killing Heidi, Kylie Minogue, Savage Garden, Something For Kate, 36 Odd Foot Of Grunt, 28 Days and the Whitlams.

MORE ACTIVITY EXPECTED
The NEIC will focus on the practical future of online business, with many dot-com survivors invited to share their experiences. Topics include the impediments to many digital-distribution options; combining offline and online "guerrilla marketing"; the next-generation audio and video formats; and the realistic future for online retailers, Internet radio and music on mobile devices.

"From where we sit, we see the music industry moving forward," reports Domenic Caruso, CEO of music-service provider MP3.com.au and Wired Records, a joint venture with music retailer Sanity to set up companies digitally and sell their products to online retailers. Wired helped EMI, BMG and FMR launch their commercial downloads.

"We expect a lot more major-label activity this year," he says. "People see Napster as the bane of the music industry. But it's exposed millions of people to digital music. Those people are still hungry for it, and we're offering a legal, secure method of delivering it through a variety of ways."

Andrew Hoppe, MD of the Aussie operations of Singapore-based Soundbuzz—which provides the interface for digital downloads—also expects greater activity from music companies. "Everybody is interested in getting into e-commerce, because projections from various studies [say that] by 2003, 25% of music sold will be online, partly as CD sales and partly digital downloads," he says.

Mindful of the alarming cash-burn rates of past Internet companies—Scape, for one, reportedly spent \$40 million in 18 months—companies work in strict financial con-

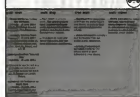
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Australia

OZ ONLINE

Continued from page 54

strains. Hoppe predicts more Australian companies will follow Soundbuz's model of stretching the financial risk over seven countries and set up alliances with Asian-based companies, as has happened in Europe. "Asian tastes are a little different from Australian tastes, but it makes geographical sense," he says.

REAL GROWTH FOR RADIO

The move to more practical business models is most obvious in the three largest online retailers. ChaosMusic, the earliest arrival, has trimmed its costs heavily and diversified. Sanity.com this month co-brands with the mass-taste wishnet to aim for a market wider than the music-buying community. The business generated by HMV Australia's site is equal to that of one of its small-to-middle-sized shops, according to its commercial director, Martin Carr.

Online radio stations in Australia showed a more adventurous spirit than their global rivals. But they entered the market too early, and plans to gain fresh investment coincided with the dot-com collapse. Hamish Cameron, CEO of Internet radio outlet Basement Studio, reports a 71% audience growth between January 2000 and January 2001, much of it from other averted online stations. But advertising has been slower, because "some people no longer see online radio as the exciting thing it is," he says.

The advent of broadband would change things, Cameron says, while warning that the Internet broadcasting sector needs to market itself and start to release ratings to gain more business confidence.

ARIA and APRA continue to expand online activities to streamline service for members. The Phonographic Performance Company of Australia, which licenses the broadcast and public performance of recordings and music video, is also pursuing increasing fees with unified record-company collection. Richard Mallett, APRA's director of broadcast and online licensing, pinpoints new sources of income for APRA and the Australasian Mechanical Copyright Owners Society (AMCOS) from commercial and online radio broadcasters, online magazines, sites that Webcast concerts and mobile phones that use music on their ring tones.

It was inevitable, given its geographical isolation, that Australia embraced the Internet's potential as an entertainment and business model early on—way back in 1995. The companies quickest to respond were independent retailers and labels such as Shock, Central Station Records and Roadrunner Australia (whose MD, Jon Satterley, reveals that the company's Website provides 3% of its business). Slower to respond were music publishers, studios and CD manufacturers.

Artists embraced it wholeheartedly. MP3.com.au, for instance, has 15,000 tracks from indie labels and acts. Says IMMEDIA's Tripp, "Artists traditionally had to break through the 'Kangaroo Curtain,' because of the long distance between Australia and the overseas markets. With the economy in a slump and the Australian dollar down, they have more chance to generate international business." ■

ARIA AWARDS

Continued from page 52

Records; Ed St. John, MD, BMG Australia; John Sackson, MD of Columbia and Epic, Sony Music; Melita Hodge, label manager, EMI; Alan Robertson, head of international relations for domestic acts, Warner Music; Nadia Bolarin, director of promotions and publicity, Universal Music; Ross Fraser, MD, Gotham Records; and artist representative Tim Freedman of the band the Whitlams.

BROADCAST UPGRADE

The voting took place between July 13 and 29, both through the mail and online. Last year's introduction of online voting saw a 20% leap in responses. The final five nominations in each category are announced in September at a ceremony in Sydney.

Generally, the nominations also see the awarding of the producer, engineer and artwork categories. This year, the event will be larger, with more off-air awards announced earlier. Only 15 awards are telecast.

The Nine Network takes over from the Ten Network, which ran the awards for the last five years. Nine has a bet-

Continued on page 56



Emmanuel Candi



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"They are the jewel of the music-industry calendar," says Candi of the ARIA Awards. "They are large and credible, they grow in stature, and they're something artists are proud to get. The ARIA awards are about authenticity and creating stars."



The prime-time telecast draws up to 1.8 million viewers, topping the ratings in the 13-to-17 and 18-to-24 demographics. For that reason, advertisers of clothing, soft drinks, fast food and phone cards would specifically launch their youth products and summer campaigns at the ARIAs.

The awards gain much media exposure before and after. Invariably, there are the inevitable dramas. If it's not a three-hour power blackout through Sydney on the afternoon of the awards, then it's Ricky Martin and Fanny Slim refusing to be presenters because they were not allowed to perform. "What are the ARIAs," Candi says, "without a bit of drama?" ■

ARIA AWARDS

Continued from page 35

ter track record for glamorous, live-telecast events, ARIA previously produced and funded the \$1 million TV show and posed the package to Ten. But Nine has licensed the awards for three years—for a six-figure sum, according to TV sources, taking over from ARIA the responsibility of funding and advertising. ARIA still bears the costs of the nominations and judging.

The venue has changed to the smaller Capitol Theatre, open to the public and music industry. Nine has appointed a new executive producer, Hilary Innes, who helmed the television industry's glittering Logies. Innes promises a faster-flowing show but emphasizes that musicians, not celebrities, are the focus. There is also a tie-in with a mass-circulation

BETTER TIME AHEAD

Continued from page 32

to Columbia/Sony, had top-20 chart success in Europe and is also working Asian territories. FM rock band InVertigo, Standard's joint venture with Atlantic Records, has released its Australian hit single, "Desensitized," in the U.S., with the act touring the States September to November. Female rock guitarist Nat Allison, whose debut album was helmed by veteran U.S./U.K. producer Mike Chapman, is to announce a U.S. deal this month.

Transistor's teen singer Vanessa Amorosi, in the wake of top-10 success through Europe, is working Asia, Japan and the U.S. (where she is signed to Universal). The label reports U.K. and Canadian interest for power trio Sick Puppies. "The U.S. market is complicated because there are so many options," says Transistor founder Chris Krutinger. "But Canada is culturally like Australia, and it's proving to be a good route to the U.S."

Gotham's Bachelor Girl, previously signed to BMG, is finding belated Canadian success with its Australian hit single, "Buses and Planes," after failing to break the U.S. on Arista Records, during the latter label's 2000 shake-up.

The importance of developing acts locally was the topic of a May 1 inaugural seminar of the Australian Music Development Committee, set up by record labels and commercial radio to discuss common issues. AMDC chairman Tim Prescott stated that labels needed more radio support. "We aren't breaking enough acts domestically, and we're certainly not breaking enough internationally to justify the huge investments to make world-class music," he says.

Labels spend \$50 million AUS (\$ U.S. \$25 million) a year on marketing local rosters. But acts need domestic success to get any global attention, especially in the U.S., which label executives complain is too insular and unresponsive to international repertoire. "America is such a huge place, they're not interested in even listening to you unless you've had a couple of hits in Australia," says Bernard Fanning, singer of Powderfinger. Warner chairman Shaun James observes: "If you want a shot at the world market, you need a world-class record and domestic success, and that costs. We have a U.K. commitment for Bardot, and the next Taxiride album will get a worldwide release, we made inroads in Japan with Regurgitator, Shihad is to get a European release and Pnau will be a pan-European priority. It's a matter of sticking to your program and working it. But," he adds, "to get into the game is tough." ■

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HOME ENTERTAINMENT

WMG's Improved U.S. Sales Can't Boost 2Q Results

BY MATTHEW BENZ

Warner Music Group's (WMG) U.S. market share is up through the first half of the year, but improved sales domestically aren't translating into improved results yet on the major label's bottom line. The company posted second-quarter declines in revenue and earnings before interest, taxes, depreciation, and amortization (ebitda) when compared with the same time period a year ago.

AOL Time Warner, which does not break out net income or loss for its six business units, reported that for the quarter that ended June 30, WMG ebitda slipped to \$87 million from \$129 million in the same period a year ago, as it spent more to market newer acts. Revenue, the majority of which comes from abroad, fell to \$895 million from slightly more than

Missy "Misdemeanor" Elliott, Linkin Park, and Sugar Ray. What's more, Parsons says that for the long term, taking market share back domestically "will, in fact, translate over to international sales."

Parsons, who oversees music and the company's other content businesses, says WMG expects a "very strong rebound" in the second half, when releases from Kid Rock and Alanis Morissette and a

best-of album from Madonna are expected, along with soundtracks to the forthcoming movies *Harry*



Potter and *The Sorcerer's Stone* and *The Lord of the Rings: The Fellowship of the Rings*. On a year-

over-basis, he says, WMG may even end up "slightly positive."

As for other AOL Time Warner businesses, filmed entertainment EBITDA rose to \$250 million from \$213 million in the year-earlier period, as it continued to benefit from the explosive growth of the DVD format. Warner Home Video's second-quarter DVD sales rose 65% to 26 million units, helping to push total film revenue up to \$1.89 billion from \$1.8 billion a year ago.

Overall, AOL Time Warner posted a second-quarter net loss of \$7.1 million, or 17 cents per share, vs. a net loss in the same period last year of \$927 million, or 22 cents per share, on a pro forma basis (which assumes AOL and Time Warner had already become a single business entity).

Revenue rose to \$9.2 billion from \$8.9 billion, which is below the consensus estimate among analysts of \$9.74 billion.



\$1 billion because of slower worldwide music sales and what the company described as "unfavorable currency exchange rates."

"The international market can best be described as soft," says AOL Time Warner co-CEO Dick Parsons, noting that music sales are softening in such markets as Germany, Brazil, and Mexico. He says this was exacerbated by a "weak" slate of first-quarter U.S. releases that, when taken abroad, dragged down second-quarter international sales.

"Weak" was also the word Merrill Lynch analyst Henry Blodgett and Jessica Reif Cohen used to describe the company's sales performance, but in a report to investors they noted that "the business is in the midst of a turnaround, so this was not a shock."

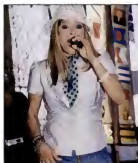
One good sign for the company is that market share is up "for the first time in a while," says AOL Time Warner CEO Jerry Levin. WMG noted that its U.S. market share rose to 17.1% from 16.6% in the second quarter of 2000, on the strength of releases from Staind,

BY LIANA JONAS

With an eclectic musical lineup reminiscent of '60s free-form radio, Sam Goody's Home Before Midnight free concert series—a showcase for a range of developing, local, and established artists—is enjoying its third run at New York's bustling South Street Seaport this summer. Since 1998, the Home Before Midnight concerts—named for the shows' early 6 p.m. start time—have attracted Seaport and Wall Street locals, international tourists, and fans to Pier 17, with its outdoor stage situated along New York's East River. The series has proved to be an early indicator of consumer interest in emerging acts, as well as an effective promotional vehicle for participating artists and event co-sponsors.

"Everyone wins," says Chris Nadler, marketing manager at Sam Goody parent the Musicland Group, of Home Before Midnight's benefits. "Sam Goody, certainly, because we're branding a major event in the capital of the world."

R&B up-and-comer Blu Cantrell, whose debut CD *So Blue* (Arista)



kicked off the 2001 Home Before Midnight series June 8 with a performance that drew an estimated 1,500-2,000 spectators.

was released July 31, opened the season June 8 and drew an estimated 1,500-2,000 spectators. Cantrell also did a signing, and Sam Goody pre-sold 70 copies of her CD at the event and offered a deeper discount.

"The concert was a great experience," says Cantrell, whose single, "Hit 'Em Up Style (Oops!)," shot to No. 2 on *The Billboard Hot 100* last issue. "The people in the crowd were true fans, and, as a new artist, having the opportunity to sing before a crowd who already knows the words to your song is always thrilling."

In past years, strong turnouts have resembled coming-out parties for acts about to break big. Last summer Shaggy drew some 7,500 fans. "This was before his album came out," Nadler says. "We knew [after that] he'd be a phenomenon."

In terms of gaining record-label support, Nadler explains that "the program is set up so that our sponsors purchase 75-100 CDs by the performing artists. Therefore, the artist is guaranteed a minimum number of SoundScans."

If a participating performer has a current release, Sam Goody's package for the artist includes putting the CD on sale at all 59 New York-area stores, as well as special positioning, which varies by location. Many outlets do a pull-together a poster at the front of the store with the artist's product displayed nearby. "By taking an artist out of the bin into a featured area, you're going to see results," Nadler says. "Almost without exception, we'll see a spike in sales."

Nadler says the series is enjoying increasing popularity. Home Before Midnight, which once attracted about 250 attendees in its early days, now draws average crowds of 450-500 people. This summer's event is presented by three-year partner Time Warner Cable and co-sponsored by Memorex, citysearch.com, and the

New Line Cinema film *Rush Hour 2*.

"Time Warner Cable has grown to use the concert-series partnership as a grass-roots tactic to help drive awareness for new products," says Holly Winnick, VP of market strategy and planning at Time Warner Cable. "We have a great partnership with Sam Goody on the retail side, and this is an extension of that partnership. We have a venue for distribution of materials promoting our



Sam Goody marketing manager Chris Nadler says artists featured in the series "almost without exception" see a spike in sales in New York-area stores, thanks to related in-store promotions.

new products and a way to extend our brand identity."

Amy Terpeluk, senior manager of East Coast field publicity for New Line Cinema, a Home Before Midnight newcomer, sees great potential in the collaboration. At the July 4 show featuring heritage rocker Gary U.S. Bonds, New Line Cinema promoted *Rush Hour 2* by offering product giveaways from the film. "Between the on-site signage, advertising that comes with sponsorship, and the onstage mentions the sponsors receive, there's no denying that it creates awareness," Terpeluk says.

Sam Goody uses several methods to promote the series. *The Village Voice* is the retailer's print vehicle;

weekly ads run up until the week of the last show. Time Warner Cable runs spots, which reach more than 1 million New York customers, the week of each show. Radio is used when the performing artist justifies it. For example, the Cantrell and Vengaboys shows in New York were promoted on top 40/rhythmic WKUT, while the Freddy Johnston event is being announced on Fordham University's WFUV.

Citysearch.com promotes Home Before Midnight on its Web site. Then there are the in-house and on-site efforts effected by Sam Goody: "Between myself and our in-house publicist, we send out our concert schedule to our extensive e-mail mailing list," Nadler says. "Flyers are handed out at our New York City stores as well."

Beyond the watery backdrop of the East River, the effects of the collaboration between Sam Goody and the South Street Seaport can be felt at other urban retail projects run by Rouse Company, the South Street Seaport's developer and manager. Since the success of Sam Goody's efforts at the Seaport, a sister Rouse property in Jacksonville Landing in Jacksonville, Fla., has begun partnering with the retailer for shows, says Ed Hilla, manager of sales and marketing at the South Street Seaport. So far, a couple of shows are on the boards, and "it could become more consistent," he adds.

While the summer series concludes Aug. 25, Hilla says a future indoor venue series at the South Street Seaport is not out of the question. Remaining dates for this year's Home Before Midnight include Freddy Johnston and David Mead, Aug. 9; Mystic, Aug. 16; Michael Amante, Aug. 23; Trivecta, Aug. 24; and the VP Records Reggae Celebration featuring Tatu Metro & Devonte and Anthony B., Aug. 25.

Rhino Favorite MFLP Re-Ups Deal

BY MOIRA MCCORMICK
CHICAGO—Independent children's music label MFLP for Little People (MFLP), under the success of *Toddler Favorites*, its first-ever gold record, has renewed its national distribution contract with Rhino Entertainment and Rhino family division Kid Rhino.

The deal marks the second time the Redway, Calif.-based label has reupped with Rhino, since their partnership began in 1996. But MFLP president/COO Sheron Sherman says that this time the two-year deal includes three one-year automatic options. "Before, the two-year contracts would include one one-year option, mutually renewable. But because we've been doing so well, [the terms have changed]. We want to be in a long-term relationship with Rhino."

MFLP, whose *Toddler Favorites* has been in the upper reaches of the *Billboard* Top Kid Audio chart since 2000 (it finished at No. 1 in the No. 1 position and was No. 6 on the overall year-end chart), initially hitched with Warner Elektra Atlantic-distributed Rhino after its five-year joint venture with Warner Bros. ended.

The joint venture had begun in 1991, but Sherman notes that with the switch to Rhino, "we never lost WEA distribution continuity." She adds that MFLP founder and CEO Les Ostrow "had a relationship with Rhino Entertainment president Richard Potos, so we naturally migrated to Rhino."

Divisions of the MFLP umbrella are overseen by different Rhino entities. The MFLP children's imprint itself is administered by Kid Rhino, while adult world-music imprint EarthBeat! is handled by Rhino Records. The Rhino entities distribute MFLP product into the domestic record retail market; MFLP wholesales its own product to school and libraries, with mail order (more than 1 million catalogs a year are sent out), and through the Internet. Sherman adds, "We also sell directly to [wholesaler] Rounder Kids and to nontraditional retail outlets."

TIERED PRICING SPURS SALES

Record-store sales, represented by Rhino, account for 55% of Music for Little People's sales, according to Sherman. "From 1996 to 2000, Rhino's [sales] increased 26% a year. That 26% is attributable to—primarily because of our budget line, 'Favorites'—of which *Toddler Favorites* is one title. The compilation series lists at \$6.98 for CD and \$3.98 for cassette. Other titles include *Favorite Songs for Little People*, *Favorite Songs for Little People Favorites*, *Children's Favorites*, and the most recent release, *Preschool Favorites*, which came out July 3.

Sherman attributes MFLP's good fortunes not only to the popular "Favorites" line, but also to the fact that the label has targeted retailers. She says, "Our front-line product was

\$9.98 to \$15.98, and now there's a wide range of pricing."

Additionally, the label has been aided by the hiring of national sales manager Kate Dockins, who serves as the liaison among MFLP/Rhino/WEA, and details. According to Sherman, Dockins works directly

with retailers and with Rhino.

Upcoming MFLP releases include the latest in its longstanding series "A Child's Celebration," which just called "Celebration," a Rhino Entertainment CD, due Aug. 8, includes cuts from Faith Hill, Charley Daniels, Randy Travis, Little Texas, and others.

Declarations Of Independents

KOCH CONVENES: Port Washington, N.Y.-based Koch International brought the troops together for its annual meeting July 12-15 at the Harrison Conference Center in Glen Cove, N.Y. While Declaration of Independents couldn't make the scene, Koch president Michael Rosenberg thoughtfully supplied us with some details.

In remarks to his salespeople, Rosenberg—who introduced new sales and marketing VP Rob Scarello and CFO/COO Larry Offey to the staff during this year's meet—noted that Koch's sales and marketing team now numbers 61 (out of a total of more than 170 employees). He anticipated that Koch would have its biggest sales year ever in 2001 and pointed out that in just the first six months of this year, the company already has logged more titles on *The Billboard* 200 than in all of 2000, with 21 titles on the Top Independent Albums chart vs. 22 during all of last year.



LOS STRAITJACKETS

"Our diversity is our strength," said Rosenberg, who noted that Koch derives its sales from a variety of genres and not just rap and pop.

The company's label roster has remained fairly stable in terms of numbers: Rosenberg noted that in the past year, Koch picked up 11 labels and dropped 14. Koch's labels sport a full slate of major titles to the left. Among its in-house imprints, Koch Records will release *Project Heat* by the Brand Nubians' Grand Puba (Sept. 11) and a live set cut at Nashville's Bluebird Cafe featuring Steve Earle, Guy Clark, and the late Townes Van Zandt, while Audium will issue a new Tony Joe White album (both Oct. 9).

Distributed labels' top upcoming releases include Acoustic Disc's *Grateful Dawg*, a soundtrack to the forthcoming documentary about the musical partnership of David Grisman and Jerry Garcia (Sept. 11); Instinct's *Hitting the Ground*, a debut solo set by former *Nashville* Femmes frontman Gordon Gano

(Sept. 25); Landspeed's *Black Head Stick & the Click*, by Gang Starr and Jazzmatazz maestro Grand Sir Sly (Sept. 25); Monie's *There's a Cycle*, a breakbeat/hip-hop opus by Beastie Boys turntablist Master Mike (Sept. 11); Red House's *Last Man on Earth*, the label debut of singer/songwriter Loudoun Wainwright III (Sept. 25); and Smithsonian Folkways' *There Is No Eye*, a companion to the forthcoming book by musician/photographer John Cohen of the New Lost City Ramblers (November). Jonatha Brooke's *Bad Dog Records* will issue her DVD *Steady Plod* Sept. 25.

FLAG WAVING: The title of the new Cavalcade/Yep Roc album *Sing Along With Los Straitjackets* is accurate to the last detail: While the members of the *lucha libre*-inspired, waving instra combo do not sing on the set, they invited a host of guests to open their pipes.

"Not that we can't sing," guitarist Eddie Angel says, "but we want to keep a unified appearance up." So no crooning for rock's masked marvels.

"We have so many like-minded friends in the business, [a vocal album] seemed like a natural idea," Angel adds. "We're always trying to think of different things to do. We don't want to be a one-trick pony."

The instrumental quartet backs up a host of diverse frontpersons on the collection, including Raul Malo, Alison Mosseri & Lonesome Bow, the Reverend Horton Heat, Dave Arvin, Exene Cervenka, Mike Campbell, and a non-album collaboration, Nick Lowe and the Trashmen.

Some of the more entertaining tracks on the album are Spanish-language takes on "Tallahassee Lassie" and "Mother in Law" by Big Sandy and "King Creole" by El Vez.

"We actually got [the Spanish versions] from Mexican rock 'n' roll bands like Los Tena Tops," Angel explains. "Sandy and [guitarist] Danny [Amis] were hip to all the Mexican rock 'n' roll bands. One of the biggest thrills for the band was cutting Roy Head's 'Treat Her Right' with ex-Paul Revere & the Raiders vocalist Mark Lindsay. "He was real upbeat, like a teenager," Angel says of Lindsay. "He was a real live act, and he was a real deal with him on sax that will turn up somewhere. We're trying to do more stuff with him."

Los Straitjackets—which also includes bassist Pete Curry and drummer Jimmy Lester—will begin a tour of the West Coast and Midwest with Big Sandy in October.

NEWSLINE...

DataPlay, the manufacturer of a coin-sized disc that can store up to five hours of CD-quality digital music, is to have Reciprocal provide clearinghouse e-commerce services. The Reciprocal deal will allow for the activation of additional content on prerecorded DataPlay discs; for example, discs could be encoded with bonus material that carries a fee to be "unlocked" via the Web site of a retailer or promotional partner. DataPlay plans to roll out blank and prerecorded discs in the fourth quarter. The Boulder, Colo.-based company has content deals with Universal Music Group, EMI, and recorded music and BMG Entertainment. It is in talks with Warner Music Group, Sony Music, and some independents. DataPlay-enabled hardware—including portable players, digital cameras, and personal digital assistants—is being developed by Toshiba, Samsung Electronics, Olympus, Creative Labs, and SonicBlue and is also expected during the fourth quarter.

CAROLYN HORWITZ

Fender Musical Instruments has struck a deal with Rhino Records and multimedia company Morling Manor Music to form a label, Fender Records. The guitar-focused label will be based in Los Angeles and headed by Morling Manor co-founder Spencer Proffer. Fender will use its instrument stores to promote and sell the label's releases. They will also be distributed through other avenues by Rhino, which will also market the product on TV. The first Fender release will be a series of guitar-driven compilation albums titled "Riff Rocks," due in the fourth quarter. A compilation series highlighting young and developing guitar-oriented artists will follow.

TROY CARPENTER

Navarre posted a net loss for its fiscal first quarter—which ended June 30—of \$938,000, or 4 cents per share, compared with a net loss of \$2.12 million, or 9 cents per share, in the same period last year. Revenue fell to \$54.5 million from \$55.2 million. The distributor says that better control of expenses helped narrow its loss. However, sales of proprietary music slowed, as some of the independent labels Navarre distributes shifted key releases to later in the year. "We anticipate continued improvement throughout the rest of this fiscal year," chairman/CEO Eric Paulson says.

MATT BENZ

LockStream, a software company that develops artist-specific music players, is developing a player for New Artistic Records artist Jacob Young. The player will be accessible at artemisrecords.com and seventhavenue.com, as part of a promotional deal with *Seventeen* magazine. Young, a TV actor from *General Hospital* and *The Bold and the Beautiful*, will issue his debut pop/rock album Aug. 21. **CAROLYN HORWITZ**

Ticketmaster saw earnings before interest, taxes, depreciation, and amortization (ebitda) nearly double in the second quarter to \$27.3 million, compared with \$13.7 million in the same period last year. Revenue rose 12.6% to \$187 million. For the six months to June 30, ebitda was \$46.1 million, compared with \$22.1 million in the same period last year. Revenue was \$358.1 million.

CAROLYN HORWITZ

RollingStone.com is teaming with Wendy's restaurants for a contest to discover the best new song about late-night hamburger cravings. The winner of Wendy's Sizzlin' Sounds of Late Night promotion will receive a demo recording session with producer Eddie Kramer, who has worked with the Beatles, Led Zeppelin, Jimi Hendrix, and Kiss. The contest is being promoted at Wendy's.com and RollingStone.com, as well as the Web sites of a number of local radio stations across the country. Contestants can visit sizzlinsounds.com, a site built and maintained by RollingStone.com, for official contest rules and information on how to upload their music entries or submit them by mail. The promotion runs through Aug. 31.

BRIAN GARRITY

THE MONSTER IS BACK: The 49-cent single, a key factor in the decline of the configuration, has reared its ugly head after an absence of more than two years. As Retail Track writes this, the **Mariah Carey** single "Loverboy" and the **Destiny's Child** single "Bootylicious" are on sale for 49 cents at the Trans World Entertainment chain and Musicland stores.

Both the Virgin/EMI Music Distribution camp and the Columbia/Sony Music Distribution camp decline to comment on the situation, but it appears that Virgin was the first to succumb to the temptation of reintroducing loss-leader singles to the lexicon of the music industry. The move was part of Virgin's pull-out-all-the-stops attempt to secure "Loverboy" the coveted No. 1 spot on The Billboard Hot 100. But Columbia/Sony jumped in at the price point, after changing the street date of the Destiny's Child single twice, from July 3 to July 10 and, finally, to July 17—the same in-store debut date as that of "Loverboy."

The end result: Destiny's Child is No. 1 and Carey is No. 2 on the Hot 100. [\[See Singles Minded, page 69.\]](#)

Although no one will comment on the record, the Virgin camp is suspicious that the low price point and street date changes for "Bootylicious" amount to a deliberate strategy to prevent Carey, the former wife of Sony Music Entertainment chairman/CEO Thomas D. Mottola, from having the No. 1 single.

Executives in the Sony camp say they have heard rumors about Virgin's allegations but decry them as hogwash. One Sony executive says the street date was moved to maximize the impact of airplay. Another Sony executive says in its defense, "We didn't ship a million copies of the single like Virgin did." Sony is said to have shipped about 200,000 copies of "Bootylicious."

Meanwhile, other label executives worry that the industry will get drawn back into the 49-cent singles racket, which has been known to cost anywhere from \$100,000 to half a million dollars in losses per title. In fact, it has proved so costly in the past that some labels have stopped releasing singles from big artists to avoid playing the chart game.

Trans World director of event marketing **Vinnie Birbiglia**, who also heads up singles buying at the chain, declines to comment on the

apparent competition between Carey and Destiny's Child, except to say, "We believe in singles and are still pushing the medium."

BRAND-NEW BAG: The National Assn. of Recording Merchandisers (NARM) has announced that it is rebranding the trade association to include the slogan "The voice of music retailing," which will soon appear on all NARM material, along with a redesigned logo.

in a statement, NARM president **Pam Horovitz** explains, "The board concluded that while our acronym is a well-known brand, and our current name still makes sense, adding this tag line would better reflect our role in the industry and a tighter focus on music retailing."

NARM also has retained the Washington, D.C.-based Dutko Group, which, it says, has been dubbed a top 10 lobbying firm by *Fortune* magazine. Horowitz says that Dutko knows "how to build strong and effective relationships that can outlast the occasionally divisive environment of a Washington policy debate."

In addition, NARM will revive its Political Action Committee. The press release also states that NARM's longtime public-relations adviser, New York-based Ken Sunshine Consultants, will have a higher profile as part of these new branding and advocacy initiatives.

PACKING IT UP: Ralph Johnson, who bought Pacific Coast last December, was unable to save the one-stop from liquidation. The company has filed a 363 sale—a bulk sale of assets—with the U.S. Bankruptcy Court, scheduled for Aug. 28. Johnson says, “it appears my efforts to reorganize have failed.”

Johnson says that there are a number of investors interested in

buying the assets of the one-stop and that at least one of them has expressed a desire to continue operating the company, with its present management intact.

But Johnson acknowledges that such a scenario would need the blessing of the majors, which walked away from the company two months ago. So far, from Retail's Track vantage point, the majors don't appear to be looking back.

BY ED CHRISTMAN

Carnegie, Pa.-based National Record Mart (NRM) has until July 26 to respond to an involuntary petition to liquidate the company. It posted a net loss of \$7.4 million on sales of \$28.6 million for the company's fiscal fourth quarter, which ended March 31, bringing the company's total loss for the year to \$16 million, or \$3.16 per diluted share, on sales of \$125.9 million.

The loss for the year is almost twice as large as the \$8.1 million posted in the company's prior fiscal year, when sales were \$142.6 million. Sales dropped 11.7% from the previous fiscal year, during which the company closed 29 stores to finish with 151 outlets. An additional 22 closed in the first quarter of the company's current fiscal year.

Comparable-store sales dropped 14.9% for fiscal 2001. During the year, the company shuttered its online stores.

As for its July 26 date with the U.S. Bankruptcy Court, the company says that it is in negotiations with its lender to acquire debtor.

in-possession financing should it choose to try to convert the liquidation to a reorganization under Chapter 11 of the code.

The five majors filed an involuntary liquidation petition against the chain June 19. According to its Securities Exchange Commission filing, NRM says that it owes the



major \$18.7 million, with total accounts payable weighing in at \$25.6 million as of March 31. During the calendar year, three of the majors were shipping product to the company c.o.d.

In addition, NRM owes \$15 million in notes with payments due in October, after the chain received a six-month extension in April. Also, the filing discloses that the company's revolver was drawn down by \$25.7 million, with only another \$1.1 million available under the borrowing agreement, at the end

of the fiscal year.

The company's balance sheet measures inventory at \$41.1 million and puts shareholder equity at a negative \$8.1 million.

In looking at the \$16 million loss, the company's expenses exceeded its gross profits by \$4 million, with gross profit dropping to 36.4% in fiscal 2001, down from 36.9%, and selling, general, and administrative expenses growing to 35.9%, up from 33.7%.

Also, NRM's interest expense for the past fiscal year was \$5.3 million, up from \$4.6 million in the previous year. The company took a \$1.2 million charge for writing down assets and had a loss of \$313,000 on disposal of an asset.

The company headquarters include a 60,000-square-foot distribution center and 10,000 square feet of office space. As of March 31, it employed 1,238 employees, of which 111 were in the company's headquarters.

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MERCHANTS & MARKETING



Up the Alley. The Midwest music industry pulled together to stage the second annual Rock 'n' Bowl event, which raised \$25,000 for the T.J. Martell Foundation. Pictured, from left, are WEA Detroit sales manager Ron Hewlett, Sony Music Distribution Handelman sales rep Steve Kotecki, BMG Distribution Detroit branch manager Bob Bean, CIMX-FM Detroit senior account executive Milli Felch, T.J. Martell director of national events Bridget Baughn, Harmony House VP of advertising Sandy Bean, Universal Music and Video Distribution Detroit regional director Bill Schulte, Handelman segment director Brad Shanahan, EMI Music Distribution Handelman sales rep Darren Stupak, Handelman senior VP Sam Milicia, Borders VP of merchandising for multimedia Len Costmano, and former Harmony House president Jerry Adams.

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MALLETTE

NEW MEDIA: Steve Gottlieb is named to the board of directors for MusicMatch in San Diego. He is also president/CEO ofTVT Records.

Catherine Kerr is promoted to VP of operations for the VH1 Group in New York. She was director of operations.

Erik Flannigan is named VP of music services and programming for RealNetworks in Seattle. He was senior VP of entertainment verticals for Walt Disney Internet Group.

MUSIC VIDEO: MTV Networks names Wesley Mallette VP of corporate communications and Allison Olla director of corporate communications in New York. They were, respectively, senior manager for Intimate Brands and director of communications for 24/7.

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Sites+ Sounds

by Brian Garrity

PLUG-IN POSTMORTEM: The debate over music-publishing licenses for new digital-subscription offerings emerged as the *cause célèbre* at this year's P2P. In conference, held July 23-24 in New York (see story, page 1). And rightly so.

Still, perhaps not enough of the con's attention was given to the debate's current status: While more than a half-dozen Internet companies—FullAudio, Liquid Audio, CenterSpan, RioPort, and ArtistDirect, Uplister, and others—are talking about download subscription services, there is a glaring lack of content deals between the majors and third-party service providers operating outside of MusicNet and Pressplay.

To date, there is but one deal—between FullAudio and EMI Recorded Music. In fact, that's one less deal than the number of agreements between third-party services and publishing arms of the majors. That number is two, with both pacts also owned by FullAudio; it has publishing deals with EMI and BMG.

To EMI's credit, look for the label to do more sound-recording deals outside of MusicNet. (A deal with Liquid Audio appears close to completion.)

Ted Cohen, new-media VP for EMI's digital media group, dismisses concerns about content licenses being reserved for the label-backed services. "We think all these models are going to compete for what the consumer finds is the 'sweet spot.' The only way we are going to really find out what music fans like is by participating in a number of different offerings, and the market will decide."

But the jury is still out on whether any of the other majors are about to stand handing over their content to anyone else. Cohen acknowledges that

the issue of what to charge consumers for subscription services that offer tracks on a "rental" basis has taken some getting used to—something that may be slowing down others.

"The business model is a little bit different in this kind of service," Cohen says. "You're accessing more music for less money. But it allows consumers to listen to the music multiple times and then hopefully make that emotional-value decision: Do I want to buy this, the CD or the track—or do I want to let it go?"

FullAudio president of music services James Glicker—who says his company is in advanced talks with a member of the Pressplay camp with which it hopes to have a deal in place before the planned rollout of its service in the fourth quarter—says he expects the other majors ultimately to ink third-party content deals.

"It's probably a good idea for the majors to license to an independent player as well as their own services," Glicker says. "Licensing just to MusicNet and Pressplay isn't going to cut it from an antitrust point of view."

A DAPPER NAPSTER: It's a new day over at Napster. In addition to a new CEO, Bertelsmann veteran Konrad Hilbers, the company is teasing screen shots of the new look that its pay service will display when it launches, presumably this fall, to consumers who signed up for the pending beta test (see graphic, below).

No longer a spartan list of songs (which essentially was MusicNet's demotape at Plug.In) the next-generation version of Napster appears to have a design along the lines of a current-day jukebox application and comes complete with meta data, music news, playlists, and chat functions.

Fans Find Indie Music Through Uplister Playlists

BY ERIC AISE

Uplister, an Oakland, Calif.-based music-playlist-sharing service, is developing a download subscription offering and has entered into content-distribution deals with indie labels Beggars Group, Matador, andTVT.

The Web-based service—which will offer unlimited music downloads on a rental basis for \$10 per month, as well

stead of tracking technology at the problem, we looked at the way that people usually get introduced to new music today. You typically trust the introduction if it comes from another person."

The site currently hosts a database of more than 10,000 playlists, which grows by more than 100 daily. Playlists are indexed and cross-referenced so that visitors can find a number of lists by searching for any particular artist. For example, a search for Radiohead retrieves more than 100 playlists, with titles ranging from "Love Songs That Break My Heart" to "15 Albums You Should Own."

The latter, composed by a 27-year-old player named Muck, includes tracks not only from Radiohead but from Gram Parsons, Belle & Sebastian, the Replacements, the Beatles, and 10 other acts.

Each playlist is given a page that links to a complete collection of one's lists and can also include such personal data as a motto and picture, as well as favorite playlists from other players.

The song entries link to 30-second previews, provided by Muz, and discs can be purchased via click-throughs to Amazon.com.

Uplister has also recruited more than 60 celebrity playlists, including rockers Green Day and Joey Ramone, rap group Jurassic 5, DJ Paul Oakenfold, MTV veteran Martha Quinn, and novelist Nick Hornby, whose characters in *High Fidelity* were precursors to Uplister players.

For the new subscription service, Uplister has secured performance licensing agreements with BMI and is in the process of securing publishing rights for the service.

Playback and security will be powered by Windows Media. Uplister is in the process of eliminating its existing proprietary playback technology. Rented content, which will be distributed via Microsoft's Windows Media, will not be transferable to portable devices or blank CDs; users will also have the opportunity, however, to buy tracks for an estimated 99 cents, allowing for transfer ability.

The playlist service is completely Web-based in order to function across all platforms, while the subscription service will be released for PC first, with plans to expand it to Macintosh and other platforms.

The decision to partner with independent labels was a natural choice, as Uplister users consume a disproportionately large amount of their product.

While independent label sales

account for about 20% of global CD sales, independents represent more than 30% of the tracks on Uplister's playlists, according to Uplister.

"Uplister seems to understand the plight of the independent community as well as their user base. They have smart ideas," says Christina Zafris, director of marketing and new media for Matador.

Beyond Uplister's own service, the company plans to offer its databases to third parties. It also has produced a plug-in for the AOL digital music player Winamp that displays related playlists.

"We're not trying to be purely a destination site. A distributed presence of sites powered by Uplister is very much part of our business plan," executive VP Jeremy Silver says. "All of the functionality at the site will be available for third parties, and it will lead back to a central database and grow exponentially."

TRAFFIC TICKER

Top Music Info Sites

Traffic In June

Total Visits (in 000s)

1. mtu.com	5,483
2. mp3.com	2,847
3. ringtones.com	2,249
4. artistdirect.com	1,717
5. gmp3.com	1,630
6. launch.com	1,526
7. musicnet.com	1,521
8. vht.com	1,006
9. click2music.com	1,010
10. hiphop.com	874

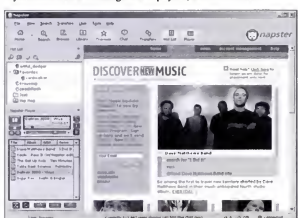
AVERAGE PAGE VIEWS PER VISITOR PER MONTH

1. mtu.com	34.5
2. country.com	14.3
3. mp3.com	8.8
4. launch.com	6.3
5. mtu.com	6.1
6. pebble.com	6.1
7. hiphop.com	5.8
8. launch.com	5.4
9. ringtones.com	4.4
10. vht.com	4.3

AVERAGE MINUTES PER VISITOR PER MONTH

1. allmusic.com	21.3
2. musicnet.com	11.2
3. launch.com	10.2
4. mtu.com	10.1
5. artistdirect.com	8.7
6. country.com	8.0
7. mp3.com	6.1
8. hiphop.com	6.0
9. launch.com	6.3
10. billboard.com	6.1

Sources: Media Matrix, June 2001. Data compiled by Billboard. **Journalist Media Matrix** Media Matrix collects data on the actual number of users who visit each site, without duplication, once in a given month. Approximately 65,000 media websites are tracked by the U.S. participants in the Media Matrix program.



Picture This

ON THE MOVE, AGAIN: If you've already booked your trip to the Video Software Dealers Assn. (VSDA) Convention next January in Las Vegas, you might want to make sure the tickets are refundable. The trade organization tells Picture This that it's likely the 2002 annual conab will move to July, which has been the event's traditional meeting time.



DIETERICH

"The summertime is better for the studios because they have more product to promote," VSDA VP of marketing and public relations Carrie Dieterich says. "Retailers also said that it was difficult to leave their businesses during January." Apparently all those new DVD-player purchasers are out looking for product, making retail busier than anticipated.

This year's show was held Jan. 7-9 in Las Vegas—just six months after the 1999 show—to coincide with the Consumer Electronics Show (CES), held Jan. 6-9. The theory was that CES-conventioners might want to stop by the video show. VSDA charged \$30 for day passes, but few CES attendees took advantage of the offer. Many, however, bought \$15 day passes to get into the AVN Adult Expo held adjacent to VSDA's space in the Sands Expo. The AVN show will again be held in January, regardless of VSDA's action.

The CES connection obviously didn't click, but the real problem is decreasing attendance and studio participation. While the VSDA reported this year's attendance at 11,000, many observers put the number at around 3,000. In 1999, attendance was reported at 12,000.

At the 2000 show, exhibitors were primarily food vendors, second-tier suppliers, and in-store merchandising companies, as most of the majors opted for meeting rooms far from the show floor. Only four studios paid for space in the convention hall.

For the past few years, VSDA has fudged with various dates for the con-

vention, as if picking a better time to be in Las Vegas would motivate retailers. But the timing isn't the problem.

What VSDA needs to do is revamp the overall concept of the convention to make it a worthwhile event. It should spotlight new product, technology, and industry issues. But a word of advice: Leave out the retailing 101 seminars and keynote speeches by non-industry headliners. Every industry needs to have an annual event, but in its present form, the industry doesn't need this one.

LET THE GOOD TIMES ROLL: Koch International has inked a deal with New York-based GoodTimes Entertainment for distribution in Canada. The multi-year deal takes effect immediately.

Upcoming GoodTimes product includes the live performance programs *Whirlwind and Hyde: The Music*, *Sonny Joe's Cafe—The Songs of Lieber & Stoller*, and *Putting It Together*.

On the other end of spectrum, Sony Wonder has signed a deal to distribute World Wrestling Federation (WWF) videos in the U.S. WWF, which plans to release 40 VHS and DVD titles within the next year, will continue to handle marketing of the product. The first titles to be distributed by Sony Wonder under the new deal are DVD Video-only titles *WWF Hardcore* and *Judgment Day*, as well as VHS-only titles *King of the Ring* and *The Best of Raw: Year Volume 3*.

ANOTHER CLASSIC DVD: 20th Century Fox Home Entertainment has put *The French Connection* on its fourth-quarter DVD release schedule. A two-disc 30th anniversary edition of the five-time Academy Award winner will be available Sept. 25, priced at \$29.95. A single-unit VHS version is also available for \$9.98.

Fox is loading the disc with more than four hours of extras, including commentary from director William Friedkin, Gene Hackman, and Roy Scheider; two documentaries; and seven deleted scenes. *Making the Connection: Untold Stories of The French Connection*, will air on the Fox Movie Channel in September.

Fox will also release *The French Connection 2* for the first time on DVD Video. The title will only be available in *The French Connection DVD Collection*, which also includes the 30th anniversary edition. The three-disc set will be priced at \$39.98. A two-disc VHS version will sell for \$17.98. Marketing elements include a free DVD mail offer when consumers purchase any four Fox titles.

HOME VIDEO

BY EILEEN FITZPATRICK
LOS ANGELES—Sports programming has become a tough sell for the home video market, but home shopping network QVC believes it can hit a home run with its Major League Baseball (MLB) video franchise. QVC acquired distribution rights to the property in late June.

The titles will be sold through QVC's new Q Video division (Billboard, July 28). In addition to distributing the titles at retail, the cable network, which is currently available in 80 million U.S. households, will also promote titles on air through direct response and via its Web site.

While this is QVC's first move into video, the channel has successfully sold sports memorabilia in the past. The first release under the new deal was *Hitters on Hitting: Finding the Sweet Spot*, which MLB put out through Q Video June 26 on DVD/VHS. The DVD features an hour of bonus footage not included on the VHS



SPIELVOGEL

version. MLB director of video Chris Brando says a follow-up DVD/VHS program on pitchers, tentatively titled *Unhittable*, will be released Oct. 9 to take advantage of post-season championship series excitement. Those titles will be followed by the 2001 World Series highlights program, which will be released simultaneously on VHS and DVD by mid-November. Price points have not been determined.

NEW LOOK FOR THE HITS

Five of the franchise's top-selling titles will also be rereleased to retail on VHS with new packaging later this year. Titles include *Race for the Record*, which chronicles the Sammy Sosa/Mark McGwire home-run battle, *All Century Team*, (also available on DVD), and *The Subway Series* and *The 1996 World Series*, both highlighting New York Yankee victories. Price points haven't been finalized. Each title has sold between 150,000-300,000 units. Stocking of the product at retail

QVC Pitches Sports To Elusive Spectators

will be handled by WEA Distribution. WEA label Atlantic Records distributes Q Records' releases.

"When MLB weighed what else we were bringing to them, it was something that traditional video companies couldn't offer," says Don Spielvogel, director of sales and marketing at Q Records and Video. "All these additional distribution outlets made QVC very appealing to MLB."

Overall, Brando says the sports video genre is in a downward sales trend, but he believes the slide can be reversed. "Baseball attendance is at an all-time high, so we know the fans are still out there," Brando says. "The question is how to get our videos into their hands. Our product needs special care with direct sales, and who does that better than QVC?"

Retailers also point out that WEA's experience in the market will give the product a boost. Jeremiah Wehler, a sell-through video buyer at Hastings Books, Music & Video, says one of the WEA's sales reps handling the line is also an avid baseball fan. "The product line is in good hands," he says.

Despite that, Wehler says the baseball category hasn't performed well at the chain, and overall, the only sports videos selling are World Wrestling Federation programs. "And those are only doing marginally well."

WINNING STRATEGY

While Q Video is still developing its sales strategy for MLB's 110-title library, Spielvogel says only four new titles will be released each year. Previously, six new titles were released annually through USA Home Entertainment, MLB's for-

FOR THE RECORD

Sony Wonder will distribute the new titles on Golden Books Family Entertainment reported in the July 21 Picture This. While DIC has entered a bid to acquire the children's book publisher, it has not yet signed a definitive agreement with the company.

mer distribution partner. That agreement expired last fall.

When new titles are released, Q Video will conduct targeted direct response campaigns via sister company Q Direct, including mailings to customers in appropriate teams' markets.

To increase catalog sales, Spielvogel says the product will primarily be available on the company's Web site, IQVC.com. Regularly scheduled live Webcasts with celebrity players will also push sales to new and old customers.

"MLB has every World Series highlight tape from 1943-2000, but that's too many titles to make available at retail," Spielvogel says. "MLB realized that less is more, and now anyone who wants to buy the 1953 World Series video can get it at the Web site."

Brande agrees with the strategy. "In a selfish way, we'd like more new titles released [to retail] each year, but you have to take a look at the marketplace they're saying they want fewer titles."

'Baseball attendance is at an all-time high, so we know the fans are still out there. The question is how to get our videos into their hands.'

—CHRIS BRANDO, MLB

Webcasts will also be supplemented by remote broadcasts airing live on the channel from such events as the World Series and All-Star game to immediately begin pitching video programs. The remotes will become part of special programming offered on the channel.

While Q Video finds its sales and marketing initiatives, Spielvogel says that it is also looking at how the MLB catalog can be exploited on DVD.

To date, World Series highlight programs haven't been released on DVD because of time constraints. Brando says. Highlight tapes are available for sale within six weeks of completion of the series. But this year, he says that faster authoring times and improvements in digital technology will get the DVD to stores with the VHS. Bonus footage will also be part of the DVD release.

Spielvogel says the company and MLB are exploring the concept of compilation DVDs focusing on different elements of the game.

AUGUST 4 2001 **Billboard**® **Top VHS Sales**[illegible]

● RIAA gold cert. for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales at suggested retail.
◆ RIAA gold certification for a minimum of 125,000 units or a dollar volume of \$1 million at retail for theatrically released programs, or of at least 20,000 units and \$1 million in suggested retail for nontheatrical titles. IFPIA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at total for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 2001, RiffWorks/Big Communications.

AUGUST 4 2001 **Billboard** **Top DVD Sales**™

LAST WEEK		THIS WEEK		TITLE		PRINCIPAL PERFORMERS		RATING	PRICE
				Label/Distributor Label & Number		1 Week In Stores			
				NUMBER 1					
				NEW	Thirteen Days New Line Video/Video Home Entertainment 5192	Kevin Costner		PG-13	26.98
2	1	3	2	NEW	Unleashable TriStar Home Video/Video Home Entertainment 2086	Bruce Willis Samuel L. Jackson		PG-13	24.98
3	2	4	3	NEW	The Wedding Planner New Line Video/Video Home Entertainment 5191	Jennifer Lopez Matthew McConaughey		PG-13	24.95
4	3	5	4	NEW	Down To Earth Columbia TriStar Home Video 27169	Chris Rock		PG-13	29.99
5	2	6	5	NEW	Saving Columbia TriStar Home Video 8893	Benicio Del Toro Brad Pitt		R	27.98
6	4	7	6	NEW	Crueltying Ties: Hidden Dragons New Line Video 27168	Chow Yun-Fat Michelle Yeoh		PG-13	27.98
7	5	8	7	NEW	Cool Crazy New Line Video 27167	Tom Hanks Robert Redford		PG	25.98
8	6	9	8	NEW	Save The Last Dance Paramount Video Home 12284	Julia Stiles		PG-13	29.99
9	7	10	9	NEW	Dracula 2000 Columbia TriStar Home Video/Video Home Entertainment 2016	Jonny Lee Miller Omar Epps		R	29.99
10	8	11	10	NEW	Outs: Where's My Car? New Line Video 27165	Ashley Judd Scott Wilson		PG-13	26.99
11	9	12	11	NEW	The Hard Edge New Line Video 27164	Bruce Willis		R	29.98
12	10	7	12	NEW	Taffy USA Home Entertainment 8039	Michael Douglas Benicio Del Toro		R	26.98
13	9	5	13	NEW	O Brother, Where Art Thou? New Line Video/Video Home Entertainment 2084	George Clooney		PG-13	26.99
14	11	14	14	NEW	Monkeybone New Line Video 27163	Brandon Fraser		PG-13	26.98
15	10	15	15	RE-ENTER	Jurassic Park: The Lost World (Pan & Scan) Universal Studios Home Video 2113	Sam Neill Laura Dern		PG-13	53.98
16	11	16	16	NEW	Prey Of Life New Line Video 27162	Mey Ryan Russell Crowe		R	24.98
17	12	17	17	NEW	Gleadiator New Line Video Home Entertainment 8038	Russell Crowe		R	29.99
18	13	18	18	NEW	The Heed New Line Video 27161	Bruce Willis		R	29.99
19	14	19	19	NEW	The Purist Columbia TriStar Home Video 12123	Mel Gibson		R	27.98
20	15	20	20	NEW	Going to the Sun: 60 Seconds New Line Video/Video Home Entertainment 1989	Nicolas Cage Angelina Jolie		PG-13	29.99
21	16	21	21	NEW	Vertical Limit New Line Video 27160	Chris O'Donnell Rene Russo		PG-13	27.98
22	17	22	22	RE-ENTER	Jurassic Park: The Lost World Collection Dvd Set 1 Universal Studios Home Video 2112	Sam Neill Laura Dern		PG-13	53.98
23	18	23	23	NEW	The Matrix New Line Video 27157	Keanu Reeves Laurence Fishburne		R	24.98
24	19	24	24	NEW	The Emperor's New Groove New Line Video 27156	Adam Carolla		G	29.99
25	20	25	25	NEW	What Women Want New Line Video 27155	Mel Gibson		PG-13	27.98

AUGUST 4 2003 **Billboard** Top Video Rentals

LAST WEEK		WEEK ON		By the Week's End a hard hit soundtrack disc, provided by the Video Sales/SoundScan, has more than 12,000 units retail stores.		WEEK END		STATUS
TITLE				PRINCIPAL PERFORMERS		WEEK END		
Label/Charting Label & Number				PRINCIPAL PERFORMERS		WEEK END		
				NUMBER 1		1 Week (at Number 1)		
				Down To Earth		Chris Rock		
				Released: March 1999				
				The Wedding Planner		Jennifer Lopez		PG-13
				Released: March 1999		Matthew McConaughey		
				Unbreakable		Bruce Willis		PG-13
				Released: March 1999		Samuel L. Jackson		
				Thirteen Days		Kenneth Coady		PG-13
				Released: March 1999		Kevin Costner		
				Save The Last Dance		Julia Stiles		PG-13
				Released: March 1999		Freddie Prinze Jr.		
				Cast Away		Tom Hanks		PG
				Released: March 1999		Robert Hays		
				Search		Bonnie Gait		PG
				Released: March 1999		David Pitt		
				Traffic		Michael Douglas		R
				Released: March 1999		Bernie De Toro		
				Duke, Where's My Car?		Anthony Kiedis		PG-13
				Released: March 1999		Seann William Scott		
				Dracula 2000		Jerry Lee Lewis		PG-13
				Released: March 1999		Wince Epps		
				Woolly, Where Are You?		John Travolta		PG-13
				Released: March 1999		John Travolta		
				Proof of Life		Mel Gibson		PG-13
				Released: March 1999		Russell Crowe		
				What Women Want		Mel Gibson		PG-13
				Released: March 1999		Robert Hays		
				The Pledge		Jack Nicholson		PG-13
				Released: March 1999		Jack Nicholson		
				Crushing Times: Millionaire Dragon		Chase Van Fleet		PG-13
				Released: March 1999		Michael Todd		
				Miss Complicity		Sandra Bullock		PG-13
				Released: March 1999		Sandra Bullock		
				Pay It Forward		Kevin Spacey		PG-13
				Released: March 1999		Kevin Spacey		
				Vertical Limit		Chris O'Donnell		PG-13
				Released: March 1999		Ruben Torres		
				Menopause		Brendan Fraser		PG-13
				Released: March 1999		Brendan Fraser		

◆ **USMA gold certification** for a minimum of 125,000 units or a dollar volume of \$5 million in retail for theatrically released programs, or if at least 25,000 units and \$1 million in suggested retail for nontheatrical titles. ◆ **USMA platinum certification** for a minimum sale of 250,000 units or a dollar volume of \$10 million in retail for theatrically released programs, and if at least 50,000 units and \$2 million in suggested retail for nontheatrical titles. **\$300,000**, **Ballroom 60PM Communications**.

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PROGRAMMING

Programming Vet Heads West

WKXS Boston PD John Ivey Makes The Move To KIIS Los Angeles

BY SEAN ROSS
Airplay Monitor

John Ivey has helmed the programming post at top 40 powerhouse WKXS-FM (Kiss 108) Boston for the past seven years. In a few weeks, he crosses coasts to helm the post at top 40 KIIS Los Angeles. As Ivey wrapped up in Boston, Top 40 Airplay Monitor editor Sean Ross spoke to him about his tenure at the legendary radio station.

With so many other Clear Channel PDs having graduated into various group programming jobs, it seems as though that might have been the next logical step instead of another day-to-day PD post.

When I walked into Kiss seven years ago, I told my wife that the only two stations in the country that I would leave this one for, if I was successful here, were WHTZ (Z100) New York and KIIS in L.A. When you're in this business, that's obviously the peak of the mountain.

When I was approached about the job, I had by no means thought of leaving here. I thought I'd be here for another 10 years. I said, "I'm going to have to think about it and talk to my family." My wife and daughter both said yes immediately. As for the brand manager stuff, I am doing it—and have been at WIOQ (Q102) Philadelphia and WKQI (Q95.5) Detroit—and will continue to do those, as well as adding Kiss 108.

WKXS and KIIS have similarities.

It starts at the top, with heritage morning shows [WKXS' Matty Siegel and KIIS' Rick Dees] that have both been at the stations for 20 years. Both stations have

heritage jocks that have been there for a while.

Both are known for bigger-than-life promotions, including the concerts. And there's high billing exposure on both stations. The stations are similar in the way they're structured: Both have to perform 25-54,



as well as 18-34. They're broad-appeal stations with huge cumes.

How has Kiss 108 evolved since your arrival?

When I walked in, the station was kind of in flux. [Former PD-turned-AM-FM group programmer] Steve Rivers told me there was something going on, and they were trying to pinpoint it at the time. The Gloria Gaynor and Donna Summers were still in there, but there were also Pearl Jam records on the station. And obviously this was before modern AC was a format.

During my first year, in 1995, there was a research project that pointed to what became modern AC and got very brave and did it. This station pulled off all the heritage dance product that had been on forever. By doing so, the station went from being seventh in 25-54 to top three 25-54 for nine weeks in a row.

Kiss 108 has always been conservative on rhythmic records, but at times it seems to open up. Where do you new?

We let other people start out the rhythm stuff. [Sister station] WJMN can show us the way on a lot of that stuff. We didn't play a lot of the Destiny's Child records until they were top three. And stuff that's younger and goes a little bit more in that direction, we have been very slow on or missed altogether. We never delved into "Ride Wit Me" or records like that just out of the need to perform 25-54 and the old theory that you can't get hurt by what you don't play.

[At the other end of the spectrum], we get widely credited for busting all those country/rock crossovers, like LeAnn Rimes, Shania Twain, Faith Hill, and now Lee Ann Womack. Those are the records that we stick our hands up for first. And we haven't been that slow on the Britnays, 'N Syncs, or Christinas.

Does WJMN—having moved further into the hip-hop and R&B world lately—give you any more room to maneuver on those records?

Not really. It doesn't change our focus, which is [to be] as mainstream as possible. We try not to be too aggressive on either side. I wasn't all that early on the first Creed record, and I was late on Incubus and didn't do Staind out of the box. But these are all records that have become big hits for us. It's those mainstream things down the middle that seem to be the easier titles for us—the Matchbox Twenties of the world and Tinseltown and Madonna's.

Kiss 108 has also been consistent in its support of heritage artists.

That's what Kiss is known for. It has always really been one of our strong points in keeping our adults and being a 25-54 station. We haven't just thrown away the heritage artists, whether it's helping break Bon Jovi or playing Don Henley, Melissa Etheridge, Aerosmith, Cher, Gloria Estefan, Elton John, or Rod Stewart. But a lot of the other top 40 stations are leaning 12-24, so I understand why they aren't playing Bon Jovi or Cher unless they're really big. But that's the same reason that I'm not leading the way on Nelly and they can.

After a period where Kiss and rival WBXM were battling to own the modern AC franchise, WBXM has now

NEWSLINE...

Viacom president/COO Mel Karmazin's power of persuasion for eliminating the 35% national ownership cap in TV and the ban on newspaper-broadcast cross-ownership fell short for Sen. Ernest Hollings, D-S.C., who has not hidden his disdain for accelerating media concentration. Recently, after chairing the Senate Commerce Committee hearings on the issue, Hollings introduced a bill that would strengthen the current cross-ownership ban by requiring the Federal Communications Commission (FCC) to review existing cross-owned media outlets that have been granted permanent or temporary waivers. Media companies that acquire newspapers in the same market where they have stations would have to divest one or the other. In addition, if the FCC changes any of its media-ownership regulations, such as the current 35% TV cap, the new rule can't go into effect for 18 months. FCC Chairman Michael Powell, who has expressed doubt about the ownership limits, is expected to go through with a review of the cross-ownership ban in the next two months. The 35% cap is likely to be taken up after September, once the U.S. Appeals Court renders its decision.

KATY BACHMAN

The three biggest radio syndicators—ABC Radio Networks, Infinity-owned Westwood One, and Clear Channel's Premiere Radio Networks—continue to work toward garnering greater distribution. ABC decided to fly with the birds, cutting what it called a "carriage agreement" last week with satellite radio companies XM and Sirius for two of its flagship brands, Radio Disney and ESPN Radio. Since Bill Mack, host of ABC's *Midnight Cowboy Breakfast Show* for 32 years, jumped to XM in April, ABC cut an additional deal with Sirius. The two will team to produce a trucking channel branded as the *Midnight Cowboy Radio Network*, hosted by Eric Harley. Facing Premiere's challenge to establish its own traffic system, Westwood One announced two new RADAR-rated networks based on the news, sports, traffic, and weather updates it provides in its Metro Networks/Shadow Broadcast Services. The two new networks, Blaise (named after former Westwood executive Blaise Leonard) and Navigator, capitalize on the growing love affair advertisers have with 10-second live reads by local personalities. This past January, Premiere debuted its two 10-second live read networks, but it was Westwood that began the practice a few years ago.

KATY BACHMAN

branched out, playing "Lady Marmalade," "All for You," and the like.

Personally, I think those songs sound odd on their radio station. But part of that is that the format in itself is a little thin. There's not the glut of Sarah McLachlan and Melissa Etheridge and Matchbox Twenty. [So they're] stuck with two options:

Play crappier records or play different styles of music. So they've opted for playing different styles that are not exactly in their core, and that's their risk.

You're going from the stewardship of one of the country's highest-profile station concerts to the same position at another. Tell us about the Kiss concert.

In the very first year I was here, there was actually talk that it may have played out. It was difficult to get acts, and it didn't sell out until the week before the show. After a lot of discussion, we decided to continue on. The first year, [former owner] Richie Balsbach was still here, and he booked a majority of the acts. By the second year, Ric was not here, and I booked most of the acts.

We put out feelers for a lot of really big acts at the time, and it was one of those instances where all of them came in [including Cher, Etheridge, Lenny Kravitz, and Bryan Adams].

That year the show sold out quicker, and then it just kind of progressed from there. This year sold out in 90 minutes. That's amazing, but that's what they expect from the show, and the pressure comes back to [music director] David [Corey] and myself to book the acts.

Doing so has become a yearlong adventure, because we also added the Jingle Ball in the winter. So you start targeting artists, and if they can't do one, then you try to get them for the other. Labels will tell the new artist that it should be their goal to be up there. Every year we have people who approach us before I approach them.

Final thoughts?

This staff has made me look so good. They've enabled me to get a great job at another great station. I'm looking forward to the challenge and hope that we have this conversation again in seven years when my long tenure in L.A.



Don't Lose That Number. Steely Dan's Walter Becker recently stopped by the studios of KCRW Kausal, Hawaii, and became a DJ for a day, playing three hours of jazz and blues on the community-based station. Pictured, from left, are Becker, Tom Petty tour manager and KCRW board member Richard Fernandez, KCRW station manager Mary Cunningham, and jazz and blues host Voc the Barber.

BETWEEN THE BULLETS

A LOOK BEHIND THIS WEEK'S CHART ACTION

Over The Counter

by Geoff Mayfield

'CELEBRITY' STATUS: Amid conjecture that the teen pond trend that lit up album sales for the past couple of years has waned, one of the hot-button questions to emerge of late is how far 'N Sync might get pulled down in a receding tide. Based on first-day sales of its new *Celebrity* album (live)—and the traffic I fought on my drive home from work when I passed the Rose Bowl the night of the group's Los Angeles-area concert—it's safe to say the boy band still sails on high seas.

A canvass of major accounts has five estimating the new album sold at least 800,000 copies, and possibly as many as 1 million, on the day of its July 24 release. Those numbers put *Celebrity* on course to do 1.8 million-2 million units in its first week—which would be shy of the historic 2.4 million opening frame the quintet set last year with *No Strings Attached* but would still be in the second-largest week of the SoundScan era.

That's not shabby by any measure, and music stores, trailing last year's album sales by more than 10 million units (see *Market Watch*, page 8), could use the relief.



Although year-to-date CD sales for 2001 are up 1.7% over last year, for the 10th straight week, industry-wide album sales—including cassettes and catalog titles—are down from the comparable 2000 frame.

'N Sync's splash has no doubt kept that streak next week, but the next question becomes: How many stores will actually make money selling *Celebrity*? The album has an \$11.97 wholesale cost and was offered on a 3% deal that brings the net cost down to \$11.61. Yet, in a quest for market share, a number of chains—including Target Stores, Wal-Mart, Best Buy, and Kmart—had the high-triatic item on sale for less than \$12, with some as low as \$11.88. Pay the rent, the power bill, and your store clerk's salary, and the low-balling retailer yields little to no profit.

'MINOR' REPERCUSSIONS: While we wait 'N Sync, rookie Alicia Keys continues to author her own impressive story, easily retaining the top slot on The Billboard 200 while fending off a career-high battle by another young R&B queen, Aaliyah. Keys and her challenger are also Nos. 1 and 2, respectively, on Top R&B/Hip-Hop Albums.

Keys' *Songs in a Minor* shows remarkable consistency, holding relatively even with last week's sum of 222,000, down just a handful of units. The album has sold more than 200,000 units in three of its four chart weeks, impressive staying power in the R&B genre, especially for a first-time artist.

INCOMING: Aaliyah's self-titled set, the third album of her career, more than doubles her biggest prior SoundScan week, bringing over 187,000 units. Her last album, 1996's *One in a Million* achieved her previous sales peak, moving 71,000 units during that year's Christmas week; it sold 40,500 copies in its first stanza.

Since then, she has raised her profile with popular radio entries from the soundtracks to 1998's *De Diddie* ("Are You That Somebody?") and two from last year: *Next Friday* ("I Don't Wanna") and *Romeo Must Die* ("Try Again"). "Try Again" became the first airplay track to reach No. 1 on The Billboard Hot 100 without the benefit of a retail single.

Aaliyah is one of four new albums to infiltrate the chart's top 11 positions, followed by rapers *Foxy Brown* (No. 5, 131,000 units) and *Kurupt* (No. 10, 84,000 units) and much ballyhooed U.K. invader *Craig David* (No. 11, 79,000 units). It's the biggest SoundScan week in Kurupt's career, but the last Foxy album fished a bigger figure, 173,000 units, when it leaped at No. 1 in 1999.

'COMMOTION' IN MOTION: I test drove several cars recently and concluded that Mitsubishi might be the Miller Lite of the auto world—a company that makes commercials far superior to the products they tout. One particularly flashy spot, for the manufacturer's Eclipse, accelerates a Billboard 200 bow for an album approaching its second birthday. The beneficiary of this campaign is London-based act the Wisegoes, whose "Start the Commotion" serves as the commercial's soundtrack (Rance Texas, *Billboard*, July 14). Fueled by that exposure, Mammoth and distributing label Hollywood have relaunched the album *The Antidote*. Radio has become a willing partner: "Commotion" bullets 36-29 on Top 40 Albums, is the Billboard Hot 100's Hot New Debut at No. 63, and has become a big item on Premiere Radio Network's syndicated *Carson Daly—Most Requested*. On a 48% gain, the album rates 24-8 on Heatseekers and enters the big chart at No. 182.

Singles Minded

by Silvio Pietromonaco, Mimi Patel, and Wade Jessen

CHILD'S PLAY: We predicted in the last Singles Minded that this issue's race for No. 1 on both The Billboard Hot 100 and Hot R&B/Hip-Hop Singles & Tracks would be close, and we were proved right by the resulting split decision. *Destiny's Child's* "Boothylicious" (Columbia) takes the crown on the Hot 100, while "Loverboy" by Mariah Carey (Virgin) jumps to No. 1 on Hot



R&B/Hip-Hop Singles & Tracks.

Both Virgin and Columbia Records pulled out all the stops to increase sales of their respective singles. Regular-length versions of "Loverboy" hit stores with a 49-cent sticker price, a price point that Columbia quickly matched on "Boothylicious." Virgin also advertised "Loverboy" in print, as well as TV and radio spots, tools that are not typically employed to market singles. While it would be nice to think that both labels slashed the sticker price for the benefit of consumers, it was clearly done in the quest for chart position (See *Retail Track*, page 59). The competition was stiffened by Columbia's decision to push back the original street date for "Boothylicious," a move that many in the industry and ardent Carey fans believe was calculated to block their former artist, Carey, from her best shot at the top.

While "Loverboy" won the retail battle, outscanning "Boothylicious" 180,000 units to 130,500 to finish at No. 1 on Hot 100 Singles Sales, "Boothylicious" won the war. It tops the Hot 100, thanks to an enormous lead in radio airplay (78.5 million listeners to 20.5 million). Audience totals on the R&B charts were much closer (19.4 million to 10.4 million), also in favor of "Boothylicious," with that smaller margin allowing "Loverboy" to take No. 1 on Hot R&B/Hip-Hop Singles and Tracks. "Loverboy" scanned 38,500 units at core stores, while "Boothylicious" moved 27,000 pieces.

THE NEW KIDS: Jamie O'Neal's "When I Think About Angels" (Mercury) gains 260 detections and hops 3-1 on Hot Country Singles & Tracks, making the Australian newcomer the first female artist in more than four years to achieve back-to-back No. 1's from a debut album on that chart. Not since Deana Carter's consecutive No. 1 singles, "Strawberry Wine" and "We Danced Away" (which hit the top in November 1996 and March 1997, respectively) has a new female artist accomplished that feat on the country list. On the Hot 100, "Angels" climbs 43-38.

Congratulations to Capital's Nashville operation on being the first label in the Broadcast Data Systems era to achieve simultaneous top 10 singles on Hot Country Singles & Tracks with songs from three separate debut albums. Keith Urban's "Where the Blackout Ends" gains 271 spins and climbs 7-6, while Chris O'Connell's "Laredo" improves nine plays to rise 9-8. Cyndi Thomson's "What I Really Mean to Say" takes the biggest leap in the top 30 (15-10), fueled by an increase of 212 plays.

IT HAS BEEN A WHILE: Stead's "It's Been Awhile" (Pip/Elektra/EEG) becomes the first song to spend 15 weeks at No. 1 on both Mainstream Rock Tracks and Modern Rock Tracks and is quickly closing in on the record for each chart. There has only been one other song to spend at least 10 weeks at No. 1 on both charts: Red Hot Chili Peppers' "Scar Tissue" (Warner Bros.) set a Modern Rock Tracks record with 16 weeks at No. 1 from June to September 1999, as well as 10 weeks atop Mainstream Rock Tracks during that same period. The No. 1 record-holder at mainstream is 3 *Doors Down's* "Loser," which ended a 21-week run at the top in January.

DOUBLE DEBUT: JadaKiss of the Lox simultaneously debuts two tracks on Hot R&B/Hip-Hop Singles & Tracks: "Knock Yourself Out" at No. 82 and "We Gonna Make It" (Ruff Ryders/InterScope) at No. 83.

R. Kelly (Jive) was the last artist to accomplish this feat, when he bowed at No. 68 with "Feel'n on Yo Booty" and at No. 78 with "Pieta" in the Jan. 27 issue. "Pieta," featuring Jazzy Z, went on to spend five weeks at No. 1. "Boothylicious" was moved to recurrent status after 20 weeks on Singles & Tracks; it enters this issue at No. 41, higher than the No. 44 peak of its initial chart run. Recurrent songs are eligible to re-enter both Hot R&B/Hip-Hop Singles and Tracks and the Hot 100 when they earn enough points to rank within the top 50.

Assistance in preparing this column was provided by Anthony Colombo and Steve Gragbow.

WEEKS ON	LAST WEEK	2 WEEKS AGO	ARTIST	ALBUM & NUMBER / DISTRIBUTING LABEL	TITLE	PEAK POSITION	WEEKS ON	LAST WEEK	2 WEEKS AGO	ARTIST	ALBUM & NUMBER / DISTRIBUTING LABEL	TITLE	PEAK POSITION
1	2	4	ALICIA KEYS ▲	101 NUMBER 1 (RCA)	I Made It Better 1	10	44	28	4	10	44	28	4
2	NEW	1	ALIYAH	101 ALIYAH (RCA)	Hot Shot Debut	2	1	42	39	7	51	10	1
3	1	5	D12	101 D12 (RCA)	Devil's Night	1	53	60	44	4	28	4	14
4	3	9	STAIND ▲	101 STAIND (RCA)	Break The Cycle	1	54	50	46	53	1	42	39
5	NEW	1	FOXY BROWN	101 FOXY BROWN (RCA)	Broken Silence	2	30	45	—	2	42	39	7
6	2	—	P. DIDDY & THE BAD BOY FAMILY	101 P. DIDDY & THE BAD BOY FAMILY (RCA)	The Sage Continues...	2	56	NEW	1	51	10	1	14
7	5	12	DESTINY'S CHILD ▲	101 DESTINY'S CHILD (RCA)	Survivor	1	57	63	74	45	1	42	39
8	6	4	JAGGED EDGE	101 JAGGED EDGE (RCA)	Jagged Little Thrill 3	1	58	59	57	43	1	42	39
9	10	1	LINKIN PARK ▲	101 LINKIN PARK (RCA)	[Hybrid Theory]	9	59	NEW	1	51	10	1	14
10	NEW	1	KURUP	101 KURUP (RCA)	Space Beagle: Snake Odyssey	10	60	68	53	13	1	42	39
11	NEW	1	CRAIG DAVID	101 CRAIG DAVID (RCA)	Born To Go It	11	61	53	50	17	1	42	39
12	7	8	BLINK-182	101 BLINK-182 (RCA)	Take Off Your Pants And Jacket	1	62	51	59	62	1	42	39
13	16	30	SUN K-11	101 SUN K-11 (RCA)	All Killer No Filler	13	60	56	56	41	1	42	39
14	8	6	LIL' ROMEO	101 LIL' ROMEO (RCA)	Lil' Romeo	6	64	84	81	22	1	42	39
15	18	17	TRAIN ▲	101 TRAIN (RCA)	Orops Of Jupiter	6	64	84	81	22	1	42	39
16	11	7	7	101 SOUNDTRACK ▲	The Fast And The Furious	7	65	61	61	56	1	42	39
17	14	10	10	101 SOUNDTRACK ▲	O Brother, Where Art Thou?	13	66	74	90	26	1	42	39
18	12	10	12	101 ST. LUNATICS ▲	Free City	3	67	62	67	6	1	42	39
19	17	17	13	101 JANET ▲	All For You	1	68	71	71	61	1	42	39
20	13	12	5	101 LUTHER VANDROSS ▲	Luther Vandross	6	69	58	54	9	1	42	39
21	5	9	11	101 SOUNDTRACK ▲	Moulin Rouge	3	70	66	65	40	1	42	39
22	20	16	16	101 VARIOUS ARTISTS ▲	Now 5	1	71	72	62	9	1	42	39
23	22	7	7	101 DROWNING POOL ▲	Sinner	23	67	65	65	5	1	42	39
24	19	10	10	101 MISSY "MISDEMEANOR" ELLIOTT ▲	Miss E... So Addictive	2	69	63	43	1	42	39	
25	31	22	51	101 SOUNDTRACK ▲	Coyote Ugly	10	56	74	79	30	1	42	39
26	21	20	112	101 112 ▲	Part III	2	76	73	78	30	1	42	39
27	29	40	5	101 GORILLAZ ▲	GeniZac	27	77	79	83	21	1	42	39
28	25	26	1	101 DAVE MATTHEWS BAND ▲	Everyday	1	78	49	42	1	42	39	
29	28	26	56	101 NELLY ▲	Country Grammar	1	79	83	92	49	1	42	39
30	41	67	20	101 ALIEN ANT FARM	Anthology	30	75	69	41	1	42	39	
31	22	13	4	101 BEANIE SIGEL	The Reesee	5	81	80	26	1	42	39	
32	9	—	2										

THIS WEEK			LAST WEEK			WEEKS ON CHART	THIS WEEK			LAST WEEK			WEEKS ON CHART	
POS.	LAST WEEK	WEEKS ON CHART	POS.	LAST WEEK	WEEKS ON CHART		POS.	LAST WEEK	WEEKS ON CHART	POS.	LAST WEEK	WEEKS ON CHART		
99	92	99	DIJIE CHICKS ▲ New! (MCA) (11/26/02)	92	99	1	AZ New! (MCA) (11/26/02)	92	99	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	92	99	1
100	97	110	SALIVA ● New! (MCA) (11/26/02)	97	110	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	97	110	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	97	110	1
101	91	93	DOOMIE MCCLURKIN ● New! (MCA) (11/26/02)	91	93	1	SUNSHINE ANDERSON ● New! (MCA) (11/26/02)	91	93	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	91	93	1
102	103	189	FAITH HILL ▲ New! (MCA) (11/26/02)	103	189	1	POINT OF GRACE ● New! (MCA) (11/26/02)	102	189	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	102	189	1
103	104	99	DAVE NAVARRO ● New! (MCA) (11/26/02)	104	99	1	JESSICA ANDREWS ● New! (MCA) (11/26/02)	103	99	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	103	99	1
104	102	87	BROOKS & DUNN ● New! (MCA) (11/26/02)	102	87	1	PASTOR TROY ● New! (MCA) (11/26/02)	104	87	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	104	87	1
105	101	94	R. KELLY ▲ New! (MCA) (11/26/02)	101	94	1	MONTGOMERY GENTRY ● New! (MCA) (11/26/02)	105	94	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	105	94	1
106	122	125	3 DOORS DOWN ▲ New! (MCA) (11/26/02)	122	125	1	DARK LOTUS ● New! (MCA) (11/26/02)	106	125	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	106	125	1
107	105	91	BOB MARLEY & THE WAILERS ● New! (MCA) (11/26/02)	105	91	1	EMINEM ▲ New! (MCA) (11/26/02)	107	91	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	107	91	1
108	119	120	SADÉ ▲ New! (MCA) (11/26/02)	119	120	1	BUILT TO SPILL ● New! (MCA) (11/26/02)	108	120	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	108	120	1
109	85	79	MANDY MOORE ● New! (MCA) (11/26/02)	85	79	1	PETE YORK ● New! (MCA) (11/26/02)	109	79	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	109	79	1
110	113	101	W. SYMC ● New! (MCA) (11/26/02)	113	101	1	PENNYWISE ● New! (MCA) (11/26/02)	110	101	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	110	101	1
111	116	91	SOUNDTRACK ● New! (MCA) (11/26/02)	116	91	1	NICKEL CREEK ● New! (MCA) (11/26/02)	111	91	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	111	91	1
112	109	95	STEVIE NICKS ● New! (MCA) (11/26/02)	109	95	1	GRUPO BYRONOIS ● New! (MCA) (11/26/02)	112	95	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	112	95	1
113	120	72	GOODSHACK ▲ New! (MCA) (11/26/02)	120	72	1	SOUNDTRACK ● New! (MCA) (11/26/02)	113	72	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	113	72	1
114	108	97	PROJECT PAT ● New! (MCA) (11/26/02)	108	97	1	LEANN RIMES ● New! (MCA) (11/26/02)	114	97	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	114	97	1
115	107	91	TANTIC ● New! (MCA) (11/26/02)	107	91	1	MARY CHAPIN CARPENTER ● New! (MCA) (11/26/02)	115	91	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	115	91	1
116	104	97	BACKSTREET BOYS ▲ New! (MCA) (11/26/02)	104	97	1	DR. DRE ▲ New! (MCA) (11/26/02)	116	97	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	116	97	1
117	113	121	TRISHA YEARWOOD ● New! (MCA) (11/26/02)	113	121	1	CHES CALE ● New! (MCA) (11/26/02)	117	121	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	117	121	1
118	106	97	ESTEBAN ● New! (MCA) (11/26/02)	106	97	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	118	97	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	118	97	1
119	117	86	TURK ● New! (MCA) (11/26/02)	117	86	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	119	86	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	119	86	1
120	112	30	MUSIQ SOULCHILD ▲ New! (MCA) (11/26/02)	112	30	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	120	30	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	120	30	1
121	93	74	VARIOUS ARTISTS ● New! (MCA) (11/26/02)	93	74	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	121	74	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	121	74	1
122	110	76	PAUL MCCARTNEY ▲ New! (MCA) (11/26/02)	110	76	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	122	76	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	122	76	1
123	114	101	CASE ● New! (MCA) (11/26/02)	114	101	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	123	101	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	123	101	1
124	101	67	BRITNEY SPEARS ▲ New! (MCA) (11/26/02)	101	67	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	124	67	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	124	67	1
125	153	36	VARIOUS ARTISTS ▲ New! (MCA) (11/26/02)	153	36	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	125	36	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	125	36	1
126	124	17	LENNY KRAVITZ ▲ New! (MCA) (11/26/02)	124	17	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	126	17	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	126	17	1
127	128	32	BON JOVI ● New! (MCA) (11/26/02)	128	32	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	127	32	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	127	32	1
128	118	38	OUTKAST ▲ New! (MCA) (11/26/02)	118	38	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	128	38	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	128	38	1
129	132	16	EDEN'S CRUSH ● New! (MCA) (11/26/02)	132	16	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	129	16	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	129	16	1
130	111	119	TRAVIS ● New! (MCA) (11/26/02)	111	119	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	130	119	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	130	119	1
131	133	126	SNOOP DOGG ▲ New! (MCA) (11/26/02)	133	126	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	131	126	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	131	126	1
132	127	111	STATIC-X ● New! (MCA) (11/26/02)	127	111	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	132	111	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	132	111	1
133	123	115	DEPECHE MODE ● New! (MCA) (11/26/02)	123	115	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	133	115	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	133	115	1
134	161	180	DOOMIE MCCLURKIN ● New! (MCA) (11/26/02)	161	180	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	134	180	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	134	180	1
135	129	113	SOUNDTRACK ● New! (MCA) (11/26/02)	129	113	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	135	113	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	135	113	1
136	136	147	A+TEENS ● New! (MCA) (11/26/02)	136	147	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	136	147	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	136	147	1
137	140	148	MADONNA ▲ New! (MCA) (11/26/02)	140	148	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	137	148	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	137	148	1
138	125	31	CECE WINANS ● New! (MCA) (11/26/02)	125	31	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	138	31	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	138	31	1
139	141	82	AMERICAN HI-FI ● New! (MCA) (11/26/02)	141	82	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	139	82	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	139	82	1
140	137	23	LUCINDA WILLIAMS ● New! (MCA) (11/26/02)	137	23	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	140	23	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	140	23	1
141	126	04	SOUNDTRACK ● New! (MCA) (11/26/02)	126	04	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	141	04	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	141	04	1
142	154	124	VARIOUS ARTISTS ● New! (MCA) (11/26/02)	154	124	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	142	124	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	142	124	1
143	130	162	VARIOUS ARTISTS ● New! (MCA) (11/26/02)	130	162	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	143	162	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	143	162	1
144	152	130	THE KEITH ▲ New! (MCA) (11/26/02)	152	130	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	144	130	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	144	130	1
145	86	—	KRYSTAL ● New! (MCA) (11/26/02)	86	—	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	145	—	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	145	—	1
146	150	139	TRAVIS TRITT ● New! (MCA) (11/26/02)	150	139	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	146	139	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	146	139	1
147	142	137	BILLY IDOL ● New! (MCA) (11/26/02)	142	137	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	147	137	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	147	137	1
148	146	156	AVALON ● New! (MCA) (11/26/02)	146	156	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	148	156	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	148	156	1
149	138	129	COLLEEN ● New! (MCA) (11/26/02)	138	129	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	149	129	1	VARIOUS ARTISTS New! (MCA) (11/26/02)	149	129	1

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The top selling albums compiled here: a critical sample of much more: more excellent, and internet sales reports collected, compiled, and provided by

RANK	LAST WEEK	WEEK ONE	ARTIST	Title & Number / Distributing Label	TITLES	
					1	2
1	9	9	JANE MONHEIT JANE MONHEIT / A & R	(10) NUMBER 1 (10)	2 Weeks at Number 1	
2	NEW	NEW	VARIOUS ARTISTS MICHAEL KENSTEN WITH THE MAYNARD FERGUSON BIG BAND	BET On Jazz Presents: <i>Jazz New</i>		
3	2	2	VARIOUS ARTISTS BY CITY RHYTHM	By City Rhythm		
4	26	18	VARIOUS ARTISTS PURE JAZZ	Pure Jazz		
5	10	8	TERENCE BLANCHARD Lan's Get Lost	Lan's Get Lost		
6	30	20	SOUNDTRACK FINDING FORTRESS	Finding Fortress		
7	10	7	MILES DAVIS THE ESSENTIAL MILES DAVIS	The Essential Miles Davis		
8	5	5	VARIOUS ARTISTS THE BEST OF KEN BURNS JAZZ	The Best Of Ken Burns Jazz		
9	6	6	THE PHILADELPHIA EXPERIMENT THE PHILADELPHIA EXPERIMENT	The Philadelphia Experiment		
10	5	5	MICHAEL BRECKER WARMERS ID YOU: THE BOLDED BOARDS	Warmers ID You: The Bolded Boards		
11	51	51	JANE MONHEIT NEVER LEAVE LAM	Never Leave Lam		
12	8	8	KARRIN ALLYSON BOLIDS: REMEMBERING JOHN COLTRANE	Bolids: Remembering John Coltrane		
13	12	12	LOUIS ARMSTRONG KEN BURNS JAZZ - THE DEFINITIVE LOUIS ARMSTRONG	Ken Burns Jazz - The Definitive Louis Armstrong		
14	56	56	STEVE TYRRELL A NEW STANDARD	A New Standard		
15	5	5	PAT MARTINO LIVE AT YENSHI	Live At Yenshi		
16	18	19	DIANA KRALL STEPPING OUT	Stepping Out		
17	14	14	BILLIE HOLIDAY KEN BURNS JAZZ - THE DEFINITIVE BILLIE HOLIDAY	Ken Burns Jazz - The Definitive Billie Holiday		
18	16	16	VARIOUS ARTISTS & KEN BURNS JAZZ - THE STORY OF AMERICA'S MUSIC	Ken Burns Jazz - The Story of America's Music		
19	20	20	TONY BENNETT ULTIMATE TONY BENNETT	Ultimate Tony Bennett		
20	15	15	JOHN COLTRANE KEN BURNS JAZZ - THE DEFINITIVE JOHN COLTRANE	Ken Burns Jazz - The Definitive John Coltrane		
21	24	24	JOHN COLTRANE THE VERY BEST OF JOHN COLTRANE	The Very Best Of John Coltrane		
22	11	11	CHARLIE ADAMS NOCTURNAL	Nocturnal		
23	28	28	JIMMY SMITH DET CON BLUE	Det Con Blue		
24	21	21	DAVE BRUBECK KEN BURNS JAZZ - THE DEFINITIVE DAVE BRUBECK	Ken Burns Jazz - The Definitive Dave Brubeck		
25	NEW	NEW	GONZALO RUBALCABA SUPERSONIC	Supersonic		

LAST WEEK	THIS WEEK	ARTIST	Import & Number/Distributing Label	TITLE
			(1) (2) NUMBER 1 (3)	(4) (5) (6) (7)
1	1	BRIAN CLIBERTSON RECORDED		Nice & Slow
2	6	VARIOUS ARTISTS Epic 65000		A Twist Of Melody - A Tribute
NEW	3	KIKKO MATSUI Mercury 65000		Deep Blue
5	18	WAYMAN TISDALE Polygram 65000		Face To Face
8	4	MARCUS MILLER 2 Tones 65000		M Squared
6	44	ST. GERMAIN New York 65000		Tourists
7	9	SPYRO GYRA Mercury 65000		In Modern Times
9	5	MARC ANTOINE Mercury 65000		Cruis'n
12	41	THE RIPPINGTONS FEATURING RUSS FREEMAN		Life In The Tropics
10	9	DAVE KOZ Capitol 65000		The Dance
11	21	RICK RAU Mercury 65000		Kisses In The Rain
12	10	GERALD ALBRIGHT Mercury 65000		The Very Best Of Gerald Albright
13	14	VARIOUS ARTISTS Mercury 65000		To Groove, With Love
14	11	KARL DENSON Epic 65000		Dance Lesson K
15	40	KIRK WHALLUM Mercury 65000		Unconditional
NEW	16	TOWER OF POWER Mercury 65000		The Very Best Of Tower Of Power - The Warner Years
16	50	BONEY JAMES/RICK BRAUN Mercury 65000		Shake It Up
17	17	HERB ALPERT Epic 65000		Definitive Herb
19	20	JEFF LORBER Mercury 65000		Kickin' In
20	15	KIM WATERS Mercury 65000		From The Heart
21	24	ERIC MARSHALL Polygram 65000		Turn Up The Heat
22	14	JIMMY SOMMERS Mercury 65000		300 Urban Grooves
23	20	PIECES OF A DREAM Mercury 65000		Acquainted With The Night
NEW	NEW	ACTION FIGURE PARTY Mercury 65000		Action Figure Party
NEW	NEW	SPECIAL KEY Mercury 65000		Burnin'

YEAR	LAST NAME	FIRST NAME	ARTIST	Region & Number/Distributing Label	TITLE
				(1) NUMBER 1 (1)	(1) Most Weeks Number 1
1	45	ANDREA BOCELLI •	ANDREA BOCELLI •	Verde	
2	89	ANDREA BOCELLI •	ANDREA BOCELLI •	Sacred Areas	
3	90	SUMI JO	SUMI JO	Provenza	
4	70	TO-YO MA/EDGAR MEYER/MARK O'CONNOR	TO-YO MA/EDGAR MEYER/MARK O'CONNOR	Appetito:chase Joyous	
5	14	VARIOUS ARTISTS	VARIOUS ARTISTS	Ultimate Relaxation Album	
6	NEW	VARIOUS ARTISTS	SERGIO & ODAIR ASSAD	Play Piccetto	
7	9	MARIA CALLAS	MARIA CALLAS	Legend	
8	2	VARIOUS ARTISTS	VARIOUS ARTISTS	The #1 Tenor Albums	
9	84	CHICAGO SYMPHONY ORCHESTRA (LEVINE)	CHICAGO SYMPHONY ORCHESTRA (LEVINE)	Franziska 2000	
10	NEW	HAN NA CHANG	HAN NA CHANG	The Secret	
11	10	PENELE FLEMING	PENELE FLEMING	Roman Fleming	
12	20	VARIOUS ARTISTS	VARIOUS ARTISTS	Music Of Hope	
13	10	MURRAY PERAHIA	MURRAY PERAHIA	Beck: Gholberg Variations	
14	NEW	LUCIANO PAVAROTTI	LUCIANO PAVAROTTI	Live 60th Anniversary Recital	
15	NEW	VLADIMIR HOROWITZ	VLADIMIR HOROWITZ	A Reminiscence	

	LAST NAME	FIRST NAME	ARTIST - Important & Number/Distributing Label	TITLE
			(1) (2) NUMBER 1 (3)	(4) (to 6) (7)
1	18	BOND	Russell Watson RCA Victor	Born
2	14	RUSSELL WATSON	The Vicino	
3	6	JOSHUA BELL	Bernstein: West Side Story Suite	
4	3	SOUNDTRACK	Crouching Tiger, Hidden Dragon	
5	3	VARIOUS ARTISTS	Heartbeat: An Agapean Anthem	
6	5	SARAH BRIGHTMAN	La La Land	
7	8	CHARLOTTE CHURCH	Charlotte Church	
8	15	ANNE SOFIE VOOTER/ELVIS COSTELLO	For The Stars	
9	86	JOHN WILLIAMS	Greatest Hits: 1969-1999	
10	9	ANDRE RIEU	Festa	
11	11	SOUNDTRACK	Hemlock	
12	84	SARAH BRIGHTMAN	The Songs That Got Away	
13	9	MANNESMAN	Nylon & Denim	
14	3	MANUEL BARRUECO	Plays Andrew Lloyd Webber	
15	14	JULIAN LYDLE WEBBER	Went For Me	
16	3	JUBILANT STOKES		

LAST NAME	FIRST NAME	ARTIST	Inspire & Number/Distributing Label	TITLE
			(ID) NUMBER 1 (ID)	(ID) Model & Number 1
1	35	ENYA A	Enya - The Secret Garden	A Day Without Rain
2	NEW	ESTERBAN	Esteban - The Secret Garden	Afternoon By Request
3	NEW	ESTERBAN	Esteban - The Secret Garden	At Home With Esteban
4	3	24	VARIOUS ARTISTS	Pure Moods III
5	5	42	YANNI B	I Could Tell You
6	NEW	TIM JARVIS	Tim Jarvis - The Secret Garden	Water's Edge
7	8	19	SECRET GARDEN	Dreamcatcher
8	6	64	YANNI C	Snowfall
9	3	3	DELERIUM	Poem
10	14	YANNI	Yanni - The Secret Garden	Very Best Of Yanni
11	10	41	OTTMAR LIEBERT + LUNA NEGRA	Little Wing
12	7	7	VARIOUS ARTISTS	Windows 25 Years Of Dream To Wadham Hill
13	NEW	BRIAN SCOTT BENNETT	Brian Scott Bennett - The Secret Garden	AMPM Joy Melodies
14	11	7	VARIOUS ARTISTS	Tracks 25 Years Of Wadham Hill
15	35	43	JIM BRICKMAN	My Romance: An Evening With Jim Brickman

Top Classical Budget	
RELAXING CLASSICS 36 Disc	VARIOUS ARTISTS
PIANO CLASSICS 36 Disc	VARIOUS ARTISTS
100 CLASSICAL FAVORITES Master	VARIOUS ARTISTS
GUITAR CLASSICS 36 Disc	VARIOUS ARTISTS
TRANSILVIAN CLASSICS 36 Disc	VARIOUS ARTISTS
MAYNARD'S FIRST CLASSICS 36 Disc	VARIOUS ARTISTS
CONQUERING AN AMERICAN IN PARIS Master	VARIOUS ARTISTS
ROMANTIC CLASSICS 36 Disc	VARIOUS ARTISTS
POWER CLASSICS 36 Disc	VARIOUS ARTISTS
GENTLE CLASSICS 36 Disc	VARIOUS ARTISTS
BEETHOVEN: SYMPHONY NO.40 Last of Beethoven, Vol. 1	VARIOUS ARTISTS
BEETHOVEN: SYMPHONY NO.40 Last of Beethoven, Vol. 2	VARIOUS ARTISTS
BEETHOVEN: SYMPHONY NO.40, 41 Master	VARIOUS ARTISTS
CLASSICAL MASTERPIECES Master	VARIOUS ARTISTS

Top Classical Midline	
CELLO FOR RELAXATION Rita Rivera RCA	VARIOUS ARTISTS
MICHAEL ANGELO RCA	MICHAEL ANGELO
BEST OF THE MILLENNIUM The National Classical Orchestra	VARIOUS ARTISTS
ACHAEMENIAN FOR RELAXATION A La Musica	VARIOUS ARTISTS
THE EL OPERA ALBUM Royal Stockholm Chamber Group	VARIOUS ARTISTS
ESSENTIAL CLASSICAL CD A La Musica	VARIOUS ARTISTS
RIDE'S GUIDE TO WEDDING MUSIC RCA	VARIOUS ARTISTS
PACHELLI, CANON A La Musica	VARIOUS ARTISTS
THESE ARE LOVE A La Musica	VARIOUS ARTISTS
MOZART FOR YOUR MIND Royal Stockholm Chamber Group	VARIOUS ARTISTS
THE CLASSICAL CD YOU NEED Rita Rivera RCA	VARIOUS ARTISTS
YOUR ADAGIO Royal Stockholm Chamber Group	VARIOUS ARTISTS
ROMANTIC ADAGIOS Royal Stockholm Chamber Group	VARIOUS ARTISTS
MASS A La Musica	VARIOUS ARTISTS
ESSENTIAL BEETHOVEN A La Musica	VARIOUS ARTISTS

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selling albums compiled from
total sample of retail sales, music mer-
chandising and internet sales reports collected,
sorted, and provided by SoundScan.

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Billboard Modern Rock Tracks™

LAST WEEK	WEEK ON	TITLE	Imp./Prom./Label	ARTIST
1	1	IT'S BEEN AWHILE	NUMBER 1	Stand
2	12	THE ROCK SHOW	101	Elton-Jay
3	12	SCHISM	101	Thel
4	13	HASH FIRE	101	Thel
5	15	FAT LIP	101	Stand
6	19	CRAWLING	101	Linkin Park
7	19	YOU WOULDN'T BELIEVE	101	Stand
8	10	SMOOTH CRIMINAL	101	Alan An Fark
9	6	SHORT SKIRT / LONG JACKET	101	Stand
10	6	DAYS OF THE WEEK	101	Stone Temple Pilots
11	10	GUNT LAUGHTER	101	Stand
12	11	DRIVE	101	Stand
13	10	YOUR DISEASE	101	Stand
14	10	BAD DAY	101	Stand
15	10	CONTROL	101	Stand
16	10	REXALL	101	Stand
17	10	WHEREVER YOU WILL GO	101	Stand
18	10	DOWN WITH THE SICKNESS	101	Stand
19	10	GIVING ME	101	Stand
20	10	BREAKDOWN	101	Stand
21	10	THE SPACE BETWEEN	101	Stand
22	10	WE LIKE THAT	101	Stand
23	10	OUTSIDE	101	Stand
24	10	NAME OF THE GAME	101	Stand
25	10	ISLAND IN THE SUN	101	Stand
26	10	DROPS OF JUPITER (TELL ME)	101	Stand
27	10	BODIES	101	Stand
28	10	SICK CYCLE CAROUSEL	101	Stand
29	10	GREEN	101	Stand
30	10	I'M STUPID DON'T WORRY 'BOUT ME	101	Stand
31	10	SLEED AMERICAN	101	Stand
32	10	MY WAY	101	Stand
33	10	ELEVATION	101	Stand
34	10	HOW YOU REMIND ME	101	Stand
35	10	ANOTHER PERFECT DAY	101	Stand
36	10	EXTRA ORDINARY	101	Stand
37	10	CHOP SUEY	101	Stand
38	10	PHIL AUTHORITY	101	Stand
39	10	KICK SOME ASS	101	Stand
40	10	DREAM ON	101	Stand

Billboard Mainstream Rock Tracks™

LAST WEEK	WEEK ON	TITLE	Imp./Prom./Label	ARTIST
1	1	IT'S BEEN AWHILE	NUMBER 1	Stand
2	12	SCHISM	101	Stand
3	12	CRAWLING	101	Linkin Park
4	13	GREEN	101	Stand
5	15	YOUR DISEASE	101	Stand
6	19	CONTROL	101	Stand
7	10	DAYS OF THE WEEK	101	Stone Temple Pilots
8	10	RISE	101	Stand
9	15	PAIN	101	Stand
10	10	RE LIKE THAT	101	Stand
11	10	ASTOUNDING	101	Stand
12	10	DOWN WITH THE SICKNESS	101	Stand
13	12	BODIES	101	Stand
14	10	REXALL	101	Stand
15	10	BAD DAY	101	Stand
16	10	OUTSIDE	101	Stand
17	10	SOUL SINGING	101	Stand
18	10	AWAKE	101	Stand
19	10	DROPS OF JUPITER (TELL ME)	101	Stand
20	10	MEMORHAGE (IN MY HANDS)	101	Stand
21	10	HOW YOU REMIND ME	101	Stand
22	10	3RD WEEK	101	Stand
23	10	SWEET DAZE	101	Stand
24	10	CAFEWELL WITH THAT MIC	101	Stand
25	10	HASH FIRE	101	Stand
26	10	LAND OF THE WORLD	101	Stand
27	10	I'M STUPID DON'T WORRY 'BOUT ME	101	Stand
28	10	WAIT	101	Stand
29	10	JUST PURE PLAY	101	Stand
30	10	GIVING IN	101	Stand
31	10	YOU DON'T KNOW WHAT I'M LIKE	101	Stand
32	10	LOMISH	101	Stand
33	10	BLISTER	101	Stand
34	10	CHOP SUEY	101	Stand
35	10	YOU WOULDN'T BELIEVE	101	Stand
36	10	HALO	101	Stand
37	10	ROLLER	101	Stand
38	10	WHEREVER YOU WILL GO	101	Stand
39	10	GREEN LIGHT GIRL	101	Stand
40	10	ELEVATION	101	Stand

Billboard Top 40 Tracks™

Top 40 Tracks			
LAST WEEK	WEEK ON	TITLE	ARTIST
			Imp./Prom./Label
		NUMBER 1	Stand
1	1	HANGING BY A MOMENT	Stand
2	12	LET ME BLOW YA MIND	101
3	12	DROPS OF JUPITER (TELL ME)	101
4	13	WHAT WOULD YOU DO?	101
5	15	ALL OR NOTHING	101
6	19	WHEN IT'S OVER	101
7	10	FEEL ME UP (SIDE DOPPEL)	101
8	10	BODILIOUS	101
9	10	DRIVE	101
10	10	WE WANT TO CALL MY LOVER	101
11	10	INTEREST	101
12	10	RECK MY	101
13	10	PEACHES & CREAM	101
14	10	IT'S BEEN AWHILE	101
15	10	I'M REAL	101
16	10	HERE'S TO THE NIGHT	101
17	10	GET UP PEAK ON	101
18	10	THE SPACE BETWEEN	101
19	10	I'M REMIND ME	101
20	10	I'M LIKE A BIRD	101
21	10	FLAVOR OF THE WEEK	101
22	10	ADD A YOU	101
23	10	I'M A BELIEVER	101
24	10	UP	101
25	10	I'M A BIRD	101
26	10	WHERE THE PARTY AT	101
27	10	START THE COMMUNION	101
28	10	FEEL ME IN	101
29	10	FALLIN'	101
30	10	MORE THAN THAT	101
31	10	PURPLE HILLS	101
32	10	HAD A GOOD	101
33	10	SUPERMAN (TELL ME)	101
34	10	SOOTHY	101
35	10	EVERYDAY	101
36	10	LODI	101
37	10	EVERYDAY	101
38	10	EVERYDAY	101
39	10	EVERYDAY	101
40	10	EVERYDAY	101

Billboard Adult Contemporary™

LAST WEEK	WEEK ON	TITLE	Imp./Prom./Label	ARTIST
1	1	THERE YOU'LL BE	NUMBER 1	Stand
2	10	I HOPE YOU DANCE	101	Stand
3	21	THANK YOU	101	Stand
4	3	IF YOU'RE GONE	101	Stand
5	25	ONLY TIME	101	Stand
6	12	MORE THAN THAT	101	Stand
7	14	ONE MORE DAY	101	Stand
8	23	ANGEL	101	Stand
9	4	THIS I PROMISE YOU	101	Stand
10	13	GHOST OF YOU AND ME	101	Stand
11	12	FOLLOW ME	101	Stand
12	15	I KNEW I LOVED YOU	101	Stand
13	7	I NEED YOU	101	Stand
14	20	THE WAY YOU LOVE ME	101	Stand
15	11	TAKING YOU HOME	101	Stand
16	18	NOBODY WANTS TO BE LONELY	101	Stand
17	22	BACK HERE	101	Stand
18	16	SHARE MY HEART	101	Stand
19	15	COURAGE	101	Stand
20	20	BELIEVE IN LIFE	101	Stand
21	24	RUN	101	Stand
22	23	ALL OR NOTHING	101	Stand
23	21	EVERY DAY	101	Stand
24	22	NEVER HAD A DREAM COME TRUE	101	Stand
25	30	DROPS OF JUPITER (TELL ME)	101	Stand
26	26	DON'T ME LOVE	101	Stand
27	28	I'M LIKE A BIRD	101	Stand
28	27	HEARTS FALL	101	Stand
29	26	WALKING IN MY BLUE JEANS	101	Stand
30	29	DON'T COME AROUND HERE	101	Stand

Compiled from a national sample of airplay supported by Broadcast Data Systems' (radio) Track scans, 100 mainstream radio stations, 100 country stations, 100 adult contemporary stations and 70 adult Top 40 stations are electronically monitored for airplay. The 200-400 Top 40 Tracks is compiled from a national sample of Mainstream Top 40, rhythmic Top 40 and Adult Contemporary stations. The 200-400 Top 40 Tracks is compiled from a national sample of Mainstream Top 40, rhythmic Top 40 and Adult Contemporary stations. The 200-400 Top 40 Tracks is compiled from a national sample of Mainstream Top 40, rhythmic Top 40 and Adult Contemporary stations. The 200-400 Top 40 Tracks is compiled from a national sample of Mainstream Top 40, rhythmic Top 40 and Adult Contemporary stations. The 200-400 Top 40 Tracks is compiled from a national sample of Mainstream Top 40, rhythmic Top 40 and Adult Contemporary stations. 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Billboard Adult Top 40 Tracks™

LAST WEEK	WEEK ON	TITLE	Imp./Prom./Label	ARTIST
1	1	NUMB	1	1
1	24	DROPS OF JUPITER (TELL ME)	101	Stand
2	24	HANGING BY A MOMENT	101	Stand
3	10	WHEN IT'S OVER	101	Stand
4	22	DRIVE	101	Stand
5	15	THE SPACE BETWEEN	101	Stand
5	27	FOLLOW ME	101	Stand
7	18	HEIRS TO THE NIGHT	101	Stand
9	5	I'M A BELIEVER	101	Stand
10	10	MAD SEASON	101	Stand
10	37	THANK YOU	101	Stand
11	44	IF YOU'RE GONE	101	Stand
13	31	SUPERMAN (TELL ME) IT'S NOT EASY	101	Stand
14	43	AGAIN	101	Stand
14	31	EVERYWHERE	101	Stand
14	39	I'M LIKE A BIRD	101	Stand
16	13	DREAM ON	101	Stand
16	7	IT'S BEEN AWHILE	101	Stand
17	15	SOUTH SIDE	101	Stand
18	5	HUNTER	101	Stand
19	40	FALLING FOR THE FIRST TIME	101	Stand
20	7	WE LIKE THAT	101	Stand
20	39	BAD DAY	101	Stand
21	44	I WANT TO BE IN LOVE	101	Stand
25	12	IN YOUR EYES	101	Stand
25	4	EXTRA ORDINARY	101	Stand
26	10	THEY'LL BE	101	Stand
26	10	LADY MARMALADE	101	Stand
26	10	YELLOW	101	Stand
32	3	START THE COMMUNION	101	Stand
32	3	EVERY DAY	101	Stand
32	3	HEY PRETTY	101	Stand
32	3	UNDER YOU	101	Stand
32	3	TURN OFF THE LIGHT	101	Stand
32	3	MORE THAN THAT	101	Stand
32	3	ALL FOR ONE	101	Stand
32	3	FLY AWAY FROM HERE	101	Stand
32	3	LOVIN' EACH DAY	101	Stand
32	3	MY MADONNA	101	Stand
32	3	EVERYDAY	101	Stand
32	3	SOMEONE TO CALL MY LOVER	101	Stand

Top 10 Alternative

Top 40 to follow

 Breakthrough Video



CAKE

SHORT SKIRT / LONG JACKET

from "Comfort Eagle"
their Columbia debut album

A multi-format smash in the making!
Since its release:

#1 Most Added, #1 Greatest Airplay Gainer, Highest debut, Top 10 in 3 weeks, Top 5 Phones everywhere, and still growing.

Breakthrough Video and
Heavy rotation on **■**,
Crankin' rotation on **■** 2

U.S. tour begins this Fall.

Album produced and arranged by Gale

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AUGUST 4 2001 **Billboard**®

HOT 100 Airplay.

LAST WEEK		WEEK ON		TITLE	ARTIST (IMPACT PROMOTION LABEL)	LAST WEEK		WEEK ON		TITLE	ARTIST (IMPACT PROMOTION LABEL)	LAST WEEK		WEEK ON		TITLE	ARTIST (IMPACT PROMOTION LABEL)
1	1	15	1	Let Me Show You How To Feel	THE J.B.'S	23	14	1	1	I'm Already There	THE J.B.'S	53	51	1	1	She Ain't Lovin'	THE J.B.'S
2	2	2	2	Drop It (You'll Never Find It)	THE J.B.'S	24	15	2	2	The Space Between	THE J.B.'S	52	52	2	2	I Am A Believer	THE J.B.'S
3	3	3	3	Peaches & Cream	THE J.B.'S	25	16	3	3	When I Think About Angels	THE J.B.'S	48	48	3	3	Can't Believe	THE J.B.'S
4	4	4	4	Hangin' In A Moment	THE J.B.'S	26	17	4	4	Where's To Be Night	THE J.B.'S	54	54	4	4	Just For You	THE J.B.'S
5	5	5	5	Fallin'	THE J.B.'S	27	18	5	5	Superwoman Pt. II	THE J.B.'S	52	52	5	5	Love Me (Mikellah's Soul)	THE J.B.'S
6	6	6	6	Whore Your Party At	THE J.B.'S	28	19	6	6	My Heart (Lovers' Connection)	THE J.B.'S	56	56	6	6	The Way	THE J.B.'S
7	7	7	7	I'm Not Me	THE J.B.'S	29	20	7	7	Can't Control Myself	THE J.B.'S	57	57	7	7	Bad Day For Love	THE J.B.'S
8	8	8	8	Be Real	THE J.B.'S	30	21	8	8	I'm In A World	THE J.B.'S	58	58	8	8	I Wanna Be Bad	THE J.B.'S
9	9	9	9	Boyz n the City	THE J.B.'S	31	22	9	9	I'm Just Talkin' About Tonight	THE J.B.'S	59	59	9	9	Only In America	THE J.B.'S
10	10	10	10	It's Not Easy Bein' a Star	THE J.B.'S	32	23	10	10	I'm Like A Bird	THE J.B.'S	60	60	10	10	I Could Not Ask For More	THE J.B.'S
11	11	11	11	All Of Nothing	THE J.B.'S	33	24	11	11	I Hope You Dance	THE J.B.'S	61	61	11	11	We Need A Revolution	THE J.B.'S
12	12	12	12	Hi-Tech Style (Dupes)	THE J.B.'S	34	25	12	12	Fever Of The Week	THE J.B.'S	62	62	12	12	I'm A Fly	THE J.B.'S
13	13	13	13	Drive	THE J.B.'S	35	26	13	13	You're Not Alone	THE J.B.'S	63	63	13	13	Lovers	THE J.B.'S
14	14	14	14	What Would You Do?	THE J.B.'S	36	27	14	14	Purple Hills	THE J.B.'S	64	64	14	14	What Time	THE J.B.'S
15	15	15	15	It's Her's Over	THE J.B.'S	37	28	15	15	Someone To Watch My Back	THE J.B.'S	65	65	15	15	What Time	THE J.B.'S
16	16	16	16	Someone To Watch My Back	THE J.B.'S	38	29	16	16	There They'll Be	THE J.B.'S	66	66	16	16	What Time	THE J.B.'S
17	17	17	17	Follow Me	THE J.B.'S	39	30	17	17	More Than That	THE J.B.'S	67	67	17	17	What Time	THE J.B.'S
18	18	18	18	Inevitable	THE J.B.'S	40	31	18	18	Wish Me A Minute	THE J.B.'S	68	68	18	18	What Time	THE J.B.'S
19	19	19	19	What's My Life	THE J.B.'S	41	32	19	19	Family Affair	THE J.B.'S	69	69	19	19	What Time	THE J.B.'S
20	20	20	20	What's My Life	THE J.B.'S	42	33	20	20	Family Affair	THE J.B.'S	70	70	20	20	What Time	THE J.B.'S
21	21	21	21	What's My Life	THE J.B.'S	43	34	21	21	Family Affair	THE J.B.'S	71	71	21	21	What Time	THE J.B.'S
22	22	22	22	What's My Life	THE J.B.'S	44	35	22	22	Family Affair	THE J.B.'S	72	72	22	22	What Time	THE J.B.'S
23	23	23	23	What's My Life	THE J.B.'S	45	36	23	23	Family Affair	THE J.B.'S	73	73	23	23	What Time	THE J.B.'S
24	24	24	24	What's My Life	THE J.B.'S	46	37	24	24	Family Affair	THE J.B.'S	74	74	24	24	What Time	THE J.B.'S
25	25	25	25	What's My Life	THE J.B.'S	47	38	25	25	Family Affair	THE J.B.'S	75	75	25	25	What Time	THE J.B.'S
26	26	26	26	What's My Life	THE J.B.'S	48	39	26	26	Family Affair	THE J.B.'S	76	76	26	26	What Time	THE J.B.'S
27	27	27	27	What's My Life	THE J.B.'S	49	40	27	27	Family Affair	THE J.B.'S	77	77	27	27	What Time	THE J.B.'S
28	28	28	28	What's My Life	THE J.B.'S	50	41	28	28	Family Affair	THE J.B.'S	78	78	28	28	What Time	THE J.B.'S
29	29	29	29	What's My Life	THE J.B.'S	51	42	29	29	Family Affair	THE J.B.'S	79	79	29	29	What Time	THE J.B.'S
30	30	30	30	What's My Life	THE J.B.'S	52	43	30	30	Family Affair	THE J.B.'S	80	80	30	30	What Time	THE J.B.'S
31	31	31	31	What's My Life	THE J.B.'S	53	44	31	31	Family Affair	THE J.B.'S	81	81	31	31	What Time	THE J.B.'S
32	32	32	32	What's My Life	THE J.B.'S	54	45	32	32	Family Affair	THE J.B.'S	82	82	32	32	What Time	THE J.B.'S
33	33	33	33	What's My Life	THE J.B.'S	55	46	33	33	Family Affair	THE J.B.'S	83	83	33	33	What Time	THE J.B.'S
34	34	34	34	What's My Life	THE J.B.'S	56	47	34	34	Family Affair	THE J.B.'S	84	84	34	34	What Time	THE J.B.'S
35	35	35	35	What's My Life	THE J.B.'S	57	48	35	35	Family Affair	THE J.B.'S	85	85	35	35	What Time	THE J.B.'S
36	36	36	36	What's My Life	THE J.B.'S	58	49	36	36	Family Affair	THE J.B.'S	86	86	36	36	What Time	THE J.B.'S
37	37	37	37	What's My Life	THE J.B.'S	59	50	37	37	Family Affair	THE J.B.'S	87	87	37	37	What Time	THE J.B.'S
38	38	38	38	What's My Life	THE J.B.'S	60	51	38	38	Family Affair	THE J.B.'S	88	88	38	38	What Time	THE J.B.'S
39	39	39	39	What's My Life	THE J.B.'S	61	52	39	39	Family Affair	THE J.B.'S	89	89	39	39	What Time	THE J.B.'S
40	40	40	40	What's My Life	THE J.B.'S	62	53	40	40	Family Affair	THE J.B.'S	90	90	40	40	What Time	THE J.B.'S
41	41	41	41	What's My Life	THE J.B.'S	63	54	41	41	Family Affair	THE J.B.'S	91	91	41	41	What Time	THE J.B.'S
42	42	42	42	What's My Life	THE J.B.'S	64	55	42	42	Family Affair	THE J.B.'S	92	92	42	42	What Time	THE J.B.'S
43	43	43	43	What's My Life	THE J.B.'S	65	56	43	43	Family Affair	THE J.B.'S	93	93	43	43	What Time	THE J.B.'S
44	44	44	44	What's My Life	THE J.B.'S	66	57	44	44	Family Affair	THE J.B.'S	94	94	44	44	What Time	THE J.B.'S
45	45	45	45	What's My Life	THE J.B.'S	67	58	45	45	Family Affair	THE J.B.'S	95	95	45	45	What Time	THE J.B.'S
46	46	46	46	What's My Life	THE J.B.'S	68	59	46	46	Family Affair	THE J.B.'S	96	96	46	46	What Time	THE J.B.'S
47	47	47	47	What's My Life	THE J.B.'S	69	60	47	47	Family Affair	THE J.B.'S	97	97	47	47	What Time	THE J.B.'S
48	48	48	48	What's My Life	THE J.B.'S	70	61	48	48	Family Affair	THE J.B.'S	98	98	48	48	What Time	THE J.B.'S
49	49	49	49	What's My Life	THE J.B.'S	71	62	49	49	Family Affair	THE J.B.'S	99	99	49	49	What Time	THE J.B.'S
50	50	50	50	What's My Life	THE J.B.'S	72	63	50	50	Family Affair	THE J.B.'S	100	100	50	50	What Time	THE J.B.'S

● Records with the greatest impressions increase. © 2001, Billboard/97.1 Communications and SoundScan, Inc. Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service: 872 stations in Top 40, Pop, Adult Hit-Hop, Country, Latin, Rock and other popular formats are electronically monitored 24 hours a day, 7 days a week. Songs ranked by gross impressions, converted by cross-referencing select times of airplay with Nielsen listener data. This data is used to compile the Hot 100.

AUGUST 4 2001 **Billboard**®

HOT 100 Singles Sales™

LAST WEEK		WEEK ON		TITLE	ARTIST (IMP/PRODUCTION LABEL)	LAST WEEK		WEEK ON		TITLE	ARTIST (IMP/PRODUCTION LABEL)	LAST WEEK		WEEK ON		TITLE	ARTIST (IMP/PRODUCTION LABEL)
1	45	2	1	Lovey	Cher (Atlantic)	23	25	48	7	Oh La La	Cher (Atlantic)	51	48	7	1	Oh La La	Cher (Atlantic)
2	31	3	2	Boyz n the City	Boyz n the City (A&M)	24	26	49	8	Don't Tell Me	Boyz n the City (A&M)	52	49	8	2	Don't Tell Me	Boyz n the City (A&M)
3	1	4	3	Hot T in U Style (Opus)	Hot T in U Style (Opus)	25	27	50	9	The Sun God	Hot T in U Style (Opus)	53	50	9	3	The Sun God	Hot T in U Style (Opus)
4	5	5	4	Purple Haze	Paula Abdul (A&M)	26	28	51	10	Go More Cheesy/Sing With Me	Paula Abdul (A&M)	54	51	10	4	Go More Cheesy/Sing With Me	Paula Abdul (A&M)
5	3	6	5	Full Me Up	Full Me Up (Atlantic)	27	29	52	11	Mess	Full Me Up (Atlantic)	55	52	11	5	Mess	Full Me Up (Atlantic)
6	5	7	6	Yikes You Do It	Yikes You Do It (Atlantic)	28	30	53	12	Parade	Yikes You Do It (Atlantic)	56	53	12	6	Parade	Yikes You Do It (Atlantic)
7	7	8	7	I Wanna Be Bad	I Wanna Be Bad (Atlantic)	29	31	54	13	Remission	I Wanna Be Bad (Atlantic)	57	54	13	7	Remission	I Wanna Be Bad (Atlantic)
8	4	9	8	All Out Nothing	All Out Nothing (Atlantic)	30	32	55	14	Under My Ghetto	All Out Nothing (Atlantic)	58	55	14	8	Under My Ghetto	All Out Nothing (Atlantic)
9	2	10	9	I Missed Me	I Missed Me (Atlantic)	31	33	56	15	By Your Side	I Missed Me (Atlantic)	59	56	15	9	By Your Side	I Missed Me (Atlantic)
10	8	11	10	She's All I Got	She's All I Got (Atlantic)	32	34	57	16	What It Is	She's All I Got (Atlantic)	60	57	16	10	What It Is	She's All I Got (Atlantic)
11	9	12	11	There She Goes	There She Goes (Atlantic)	33	35	58	17	Flowers of the Universe	There She Goes (Atlantic)	61	58	17	11	Flowers of the Universe	There She Goes (Atlantic)
12	10	13	12	I Don't	I Don't (Atlantic)	34	36	59	18	You Make Me Wane...	I Don't (Atlantic)	62	59	18	12	You Make Me Wane...	I Don't (Atlantic)
13	11	14	13	This Time	This Time (Atlantic)	35	37	60	19	Take The	This Time (Atlantic)	63	60	19	13	Take The	This Time (Atlantic)
14	12	15	14	Survivor	Survivor (Atlantic)	36	38	61	20	Happy's Everywhere	Survivor (Atlantic)	64	61	20	14	Happy's Everywhere	Survivor (Atlantic)
15	13	16	15	What I Really Meant to Say	What I Really Meant to Say (Atlantic)	37	39	62	21	Woe	What I Really Meant to Say (Atlantic)	65	62	21	15	Woe	What I Really Meant to Say (Atlantic)
16	14	17	16	Austin	Austin (Atlantic)	38	40	63	22	How High?	Austin (Atlantic)	66	63	22	16	How High?	Austin (Atlantic)
17	15	18	17	Superwoman Pt. II	Superwoman Pt. II (Atlantic)	39	41	64	23	How High?	Superwoman Pt. II (Atlantic)	67	64	23	17	How High?	Superwoman Pt. II (Atlantic)
18	16	19	18	Don't Mess With The Radio	Don't Mess With The Radio (Atlantic)	40	42	65	24	So Low With Love	Don't Mess With The Radio (Atlantic)	68	65	24	18	So Low With Love	Don't Mess With The Radio (Atlantic)
19	17	20	19	La Bomba	La Bomba (Atlantic)	41	43	66	25	Not A Night Like This	La Bomba (Atlantic)	69	66	25	19	Not A Night Like This	La Bomba (Atlantic)
20	18	21	20	My Baby	My Baby (Atlantic)	42	44	67	26	Leavin' 'Em On	My Baby (Atlantic)	70	67	26	20	Leavin' 'Em On	My Baby (Atlantic)
21	19	22	21	Clack Clack	Clack Clack (Atlantic)	43	45	68	27	Condi	Clack Clack (Atlantic)	71	68	27	21	Condi	Clack Clack (Atlantic)
22	20	23	22	Missed Me	Missed Me (Atlantic)	44	46	69	28	Out Of Love	Missed Me (Atlantic)	72	69	28	22	Out Of Love	Missed Me (Atlantic)
23	21	24	23	Stronger In My House	Stronger In My House (Atlantic)	45	47	70	29	Stronger	Stronger In My House (Atlantic)	73	70	29	23	Stronger	Stronger In My House (Atlantic)
24	22	25	24	Never Had A Dream Come True	Never Had A Dream Come True (Atlantic)	46	48	71	30	The Real Me	Never Had A Dream Come True (Atlantic)	74	71	30	24	The Real Me	Never Had A Dream Come True (Atlantic)
25	23	26	25	Hey Hey	Hey Hey (Atlantic)	47	49	72	31	A Writer Shows Of Pace	Hey Hey (Atlantic)	75	72	31	25	A Writer Shows Of Pace	Hey Hey (Atlantic)
26	24	27	26	Hey Hey	Hey Hey (Atlantic)	50	70	36	Good For So	Hey Hey (Atlantic)	76	73	32	26	Good For So	Hey Hey (Atlantic)	

● Records with the greatest sales gains. © 2001, [billboard.com](http://www.billboard.com) and SoundScan, Inc. The top selling singles compiled from a national sample of retail stores, mass merchant, and internet sales reports collected, compiled, and provided by SoundScan. This data is used to compile the Hot 100.

THIS WEEK	LAST WEEK	2 WKS. AGO	WEEKS ON	TITLE (PRODUCER (SONGWRITER))	IMPRINT & NUMBER/PROMOTION LABEL	ARTIST	PEAK POSITION	LAST WEEK	2 WKS. AGO	WEEKS ON	TITLE (PRODUCER (SONGWRITER))	IMPRINT & NUMBER/PROMOTION LABEL	ARTIST	PEAK POSITION																																																																																									
				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	7	8	9	BOOTYLICIOUS (L.A. Reid/Andre Harrell/Don Ford)	10611	Destiny's Child Jive/PAT	1	50	36	32	11	WAIT A MINUTE O (L.A. Reid/Andre Harrell/Don Ford)	10611	Ray J Featuring Lil' Kim Jive/PAT	30																																																																																								
2	60	61	7	LOVERBOY (L.A. Reid/Andre Harrell/Don Ford)	10611	Meriah Carey Featuring Camero Jive/PAT	2	51	51	53	8	WHERE THE BLACKTOP ENDS (L.A. Reid/Andre Harrell/Don Ford)	10611	Keith Urban Capitol	51																																																																																								
3	2	14	2	HIT 'EM UP STYLE (OOPS!) O (L.A. Reid/Andre Harrell/Don Ford)	10611	Bla Carrillo Jive/PAT	3	52	55	70	4	AREA CODES (L.A. Reid/Andre Harrell/Don Ford)	10611	Ludacris Featuring Nate Dogg Jive/PAT	52																																																																																								
4	3	9	9	ANY OR NOTHING O (L.A. Reid/Andre Harrell/Don Ford)	10611	O-Town Jive/PAT	4	53	56	4	2	FAMILY AFFAIR (L.A. Reid/Andre Harrell/Don Ford)	10611	Mary J. Blige Jive/PAT	53																																																																																								
5	1	1	1	U REMIND ME (L.A. Reid/Andre Harrell/Don Ford)	10611	Usher Jive/PAT	5	54	58	4	10	WHAT I REALLY WANT TO SAY O (L.A. Reid/Andre Harrell/Don Ford)	10611	Cyndi Lauper Capitol	54																																																																																								
6	4	15	1	LET ME BLOW YA MIND O (L.A. Reid/Andre Harrell/Don Ford)	10611	Eve Featuring Gwen Stefani Jive/PAT	6	55	61	3	1	POP O (L.A. Reid/Andre Harrell/Don Ford)	10611	N Sync Jive/PAT	55																																																																																								
7	6	21	1	DROPS OF JUSTICE (TELL ME) (L.A. Reid/Andre Harrell/Don Ford)	10611	Train Jive/PAT	7	56	65	1	1	I'M A BELIEVER (L.A. Reid/Andre Harrell/Don Ford)	10611	Smash Mouth Jive/PAT	56																																																																																								
8	5	26	1	HANGING BY A MOMENT (L.A. Reid/Andre Harrell/Don Ford)	10611	Lil' Jon Jive/PAT	8	57	65	1	1	TWO PEOPLE FELL IN LOVE (L.A. Reid/Andre Harrell/Don Ford)	10611	Brad Paisley Capitol	57																																																																																								
9	5	4	1	PEACHES & CREAM O (L.A. Reid/Andre Harrell/Don Ford)	10611	Dr. Dre Jive/PAT	9	58	65	1	1	JUST IN CASE (L.A. Reid/Andre Harrell/Don Ford)	10611	Jaheim Jive/PAT	58																																																																																								
10	14	30	8	FALLIN' O (L.A. Reid/Andre Harrell/Don Ford)	10611	Alicia Keys Jive/PAT	10	59	65	1	1	CAN'T BELIEVE O (L.A. Reid/Andre Harrell/Don Ford)	10611	Faith Evans Featuring Carl Thomas Jive/PAT	59																																																																																								
11	11	13	10	WHERE THE PARTY AT O (L.A. Reid/Andre Harrell/Don Ford)	10611	Jagged Edge With Neely Jive/PAT	11	60	65	1	1	BAD BOY FOR LIFE O (L.A. Reid/Andre Harrell/Don Ford)	10611	P. Diddy, Black Rob & Mark Curry Jive/PAT	60																																																																																								
12	19	25	5	I'M REAL (L.A. Reid/Andre Harrell/Don Ford)	10611	Jennifer Lopez Jive/PAT	12	61	65	1	1	DOWNTIME (L.A. Reid/Andre Harrell/Don Ford)	10611	Jo Dee Messina Jive/PAT	61																																																																																								
13	15	17	1	IT'S BEEN AWHILE (L.A. Reid/Andre Harrell/Don Ford)	10611	Stacy Fenton Jive/PAT	13	62	65	1	1	THE WAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Jill Scott Jive/PAT	62																																																																																								
14	9	10	1	DRIVE (L.A. Reid/Andre Harrell/Don Ford)	10611	Nicolas Jive/PAT	14	63	65	1	1	START THE COMOTION (L.A. Reid/Andre Harrell/Don Ford)	10611	The Winngays Jive/PAT	63																																																																																								
15	10	12	1	WHAT WOULD YOU DO? O (L.A. Reid/Andre Harrell/Don Ford)	10611	City High Jive/PAT	15	64	65	1	1	THIS IS ME (L.A. Reid/Andre Harrell/Don Ford)	10611	Dreem Jive/PAT	64																																																																																								
16	21	20	1	WHEN IT'S OVER (L.A. Reid/Andre Harrell/Don Ford)	10611	Sugar Ray Jive/PAT	16	65	65	1	1	ONLY TIME (L.A. Reid/Andre Harrell/Don Ford)	10611	Erykah Badu Jive/PAT	65																																																																																								
17	17	17	1	SOMEONE TO CALL MY LOVER (L.A. Reid/Andre Harrell/Don Ford)	10611	Janet Jive/PAT	17	66	65	1	1	BAD DAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Violator Featuring Bushy Rhythms Jive/PAT	66																																																																																								
18	19	19	1	FILL ME IN O (L.A. Reid/Andre Harrell/Don Ford)	10611	Craig David Jive/PAT	18	67	65	1	1	WE NEED A RESOLUTION O (L.A. Reid/Andre Harrell/Don Ford)	10611	Ashley Tisdale Jive/PAT	67																																																																																								
19	20	23	7	PURPLE HILLS O (L.A. Reid/Andre Harrell/Don Ford)	10611	D12 Jive/PAT	19	68	65	1	1	ONLY IN AMERICA (L.A. Reid/Andre Harrell/Don Ford)	10611	Bronx's & Duan Jive/PAT	68																																																																																								
20	15	11	1	GET UP FREAK ON O (L.A. Reid/Andre Harrell/Don Ford)	10611	Missy "Madame" Elliott Jive/PAT	20	69	65	1	1	THERE SHE GOES O (L.A. Reid/Andre Harrell/Don Ford)	10611	Beyoncé Jive/PAT	69																																																																																								
21	18	12	1	IRRESISTIBLE O (L.A. Reid/Andre Harrell/Don Ford)	10611	Jessie Simpson Jive/PAT	21	70	65	1	1	I'M A THUG O (L.A. Reid/Andre Harrell/Don Ford)	10611	Trick Daddy Jive/PAT	70																																																																																								
22	27	34	9	I WANNA BE BAD O (L.A. Reid/Andre Harrell/Don Ford)	10611	Wille Ford Jive/PAT	22	71	65	1	1	BE LIKE THAT (L.A. Reid/Andre Harrell/Don Ford)	10611	3 Doors Down Jive/PAT	71																																																																																								
23	16	12	1	FOLLOW ME (L.A. Reid/Andre Harrell/Don Ford)	10611	Uncle Krueger Jive/PAT	23	72	65	1	1	I COULD NOT ASK FOR MORE (L.A. Reid/Andre Harrell/Don Ford)	10611	Sane Evans Jive/PAT	72																																																																																								
24	12	17	1	LIT! MARMALADE O (L.A. Reid/Andre Harrell/Don Ford)	10611	Christina Aguilera, Lil' Kim, Mya & Pink Jive/PAT	24	73	65	1	1	THE ROCK SHOW (L.A. Reid/Andre Harrell/Don Ford)	10611	Black 13 Jive/PAT	73																																																																																								
25	14	24	1	RIDE WIT ME (L.A. Reid/Andre Harrell/Don Ford)	10611	Neely Featuring City Squad Jive/PAT	25	74	65	1	1	2 DIFFERENCES (L.A. Reid/Andre Harrell/Don Ford)	10611	Gracie Jive/PAT	74																																																																																								
26	31	38	1	TAKE YOU OUT O (L.A. Reid/Andre Harrell/Don Ford)	10611	Luther Vandross Jive/PAT	26	75	65	1	1	MY BABY O (L.A. Reid/Andre Harrell/Don Ford)	10611	Lil' Romeo Jive/PAT	75																																																																																								
27	26	8	1	SHE'S ALL I GOT O (L.A. Reid/Andre Harrell/Don Ford)	10611	Jimmy Cozier Jive/PAT	27	76	65	1	1	LAREDO (L.A. Reid/Andre Harrell/Don Ford)	10611	Chris Cole Jive/PAT	76																																																																																								
28	24	10	1	MUSIC O (L.A. Reid/Andre Harrell/Don Ford)	10611	Ench Sermon Featuring Marvin Gaye Jive/PAT	28	77	65	1	1	SCHISM (L.A. Reid/Andre Harrell/Don Ford)	10611	Tool Jive/PAT	77																																																																																								
29	25	19	1	SUPERWOMAN PT. II O (L.A. Reid/Andre Harrell/Don Ford)	10611	Lil' Mo Featuring Fabolous Jive/PAT	29	78	65	1	1	GROWN MEN DON'T CRY (L.A. Reid/Andre Harrell/Don Ford)	10611	Tin McGraw Jive/PAT	78																																																																																								
30	33	42	1	I BLINK DUST (L.A. Reid/Andre Harrell/Don Ford)	10611	Shirley D. & The J. J. Band Jive/PAT	30	79	65	1	1	WHILE YOU LOVED ME (L.A. Reid/Andre Harrell/Don Ford)	10611	Rascal Flatts Jive/PAT	79																																																																																								
31	35	32	1	THE SPACE BETWEEN (L.A. Reid/Andre Harrell/Don Ford)	10611	Dave Matthews Band Jive/PAT	31	80	65	1	1	I TRICKED YOUR WAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Lee Ann Womack Jive/PAT	80																																																																																								
32	41	28	1	FIESTA O (L.A. Reid/Andre Harrell/Don Ford)	10611	R. Kelly Featuring Jay-Z Jive/PAT	32	81	65	1	1	PLAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Jennifer Lopez Jive/PAT	81																																																																																								
33	41	54	1	CONTAGIOUS (L.A. Reid/Andre Harrell/Don Ford)	10611	The Isley Brothers Featuring Ronald Isley AKA Mr. Biggs Jive/PAT	33	82	65	1	1	WHY THEY CALL IT FALLING (L.A. Reid/Andre Harrell/Don Ford)	10611	Lee Ann Womack Jive/PAT	82																																																																																								
34	39	30	1	HERE'S TO THE NIGHT (L.A. Reid/Andre Harrell/Don Ford)	10611	Eve Jive/PAT	34	83	65	1	1	MAD SEASON (L.A. Reid/Andre Harrell/Don Ford)	10611	Jennifer Lopez Jive/PAT	83																																																																																								
35	29	29	1	THANK YOU O (L.A. Reid/Andre Harrell/Don Ford)	10611	Dido Jive/PAT	35	84	65	1	1	MISS CALIFORNIA O (L.A. Reid/Andre Harrell/Don Ford)	10611	matchbox twenty Jive/PAT	84																																																																																								
36	49	55	4	ONE MINUTE MAN (L.A. Reid/Andre Harrell/Don Ford)	10611	Missy "Madame" Elliott Jive/PAT	36	85	65	1	1	I CRY O (L.A. Reid/Andre Harrell/Don Ford)	10611	Devine Thomas Jive/PAT	85																																																																																								
37	32	14	1	I'M ALREADY THERE (L.A. Reid/Andre Harrell/Don Ford)	10611	Locusts Jive/PAT	37	86	65	1	1	WHEN SOMEBODY LOVES YOU (L.A. Reid/Andre Harrell/Don Ford)	10611	Jo Dee Messina Jive/PAT	86																																																																																								
38	42	43	9	WHEN I THINK ABOUT ANGELS (L.A. Reid/Andre Harrell/Don Ford)	10611	Jamie O'Neal Jive/PAT	38	87	65	1	1	CAN'T DENY IT O (L.A. Reid/Andre Harrell/Don Ford)	10611	Fabulous Featuring Nate Dogg Jive/PAT	87																																																																																								
39	37	18	1	SHE COULDN'T CHANGE ME O (L.A. Reid/Andre Harrell/Don Ford)	10611	Montgomery Gentry Jive/PAT	39	88	65	1	1	RIGHT WHERE I NEED TO BE (L.A. Reid/Andre Harrell/Don Ford)	10611	Gary Allen Jive/PAT	88																																																																																								
40	59	2	1	IZZO (H.O.V.A.) (L.A. Reid/Andre Harrell/Don Ford)	10611	Jay-Z Jive/PAT	40	89	65	1	1	LIKE A BABY BOY (L.A. Reid/Andre Harrell/Don Ford)	10611	Saucy Dogg Featuring Tyrese & Mr. Tan Jive/PAT	89																																																																																								
41	43	47	1	FLAVOR OF THE WEAK (L.A. Reid/Andre Harrell/Don Ford)	10611	American Hi-Fi Jive/PAT	41	90	65	1	1	LIKE THEM GIRLS O (L.A. Reid/Andre Harrell/Don Ford)	10611	Tyrese Jive/PAT	90																																																																																								
42	40	36	1	I'M LIKE A BIRD (L.A. Reid/Andre Harrell/Don Ford)	10611	Neely Featuring Jive/PAT	42	91	65	1	1	SANDSTORM O (L.A. Reid/Andre Harrell/Don Ford)	10611	Darius Jive/PAT	91																																																																																								
43	39	40	1	ALL FOR YOU O (L.A. Reid/Andre Harrell/Don Ford)	10611	Janet Jive/PAT	43	92	65	1	1	IF YOU CAN DO ANYTHING ELSE (L.A. Reid/Andre Harrell/Don Ford)	10611	George Strait Jive/PAT	92																																																																																								
44	44	49	1	I'M JUST TALKING ABOUT TONIGHT (L.A. Reid/Andre Harrell/Don Ford)	10611	Toby Keith Jive/PAT	44	93	65	1	1	BABY, COME OVER (THIS IS OUR NIGHT) (L.A. Reid/Andre Harrell/Don Ford)	10611	Sweeney Monte Jive/PAT	93																																																																																								
45	34	27	1	MORE THAN THAT (L.A. Reid/Andre Harrell/Don Ford)	10611	Backstreet Boys Jive/PAT	45	94	65	1	1	I TELL YOU I LOVE YOU (L.A. Reid/Andre Harrell/Don Ford)	10611	Eni Aguilera Jive/PAT	94																																																																																								
46	46	46	1	I DO! O (L.A. Reid/Andre Harrell/Don Ford)	10611	Taya Jive/PAT	46	95	65	1	1	LA BOMBIA (L.A. Reid/Andre Harrell/Don Ford)	10611	Arnel Pardo Jive/PAT	95																																																																																								
47	48	42	1	IF YOU'RE GONE (L.A. Reid/Andre Harrell/Don Ford)	10611	matchbox twenty Jive/PAT	47	96	65	1	1	ON A NIGHT LIKE THIS O (L.A. Reid/Andre Harrell/Don Ford)	10611	Trick Pony Jive/PAT	96																																																																																								
48	44	44	1	I HOPE YOU DANCE O (L.A. Reid/Andre Harrell/Don Ford)	10611	Lee Ann Womack Jive/PAT	48	97	65	1	1	MY PROPOSALS O (L.A. Reid/Andre Harrell/Don Ford)	10611	Cowboy Poet Jive/PAT	97																																																																																								
49	38	41	1	THERE YOU'LL BE (L.A. Reid/Andre Harrell/Don Ford)	10611	Forthright 10 Jive/PAT	49	98	65	1	1	CASTLES IN THE SKY O (L.A. Reid/Andre Harrell/Don Ford)	10611	Jon Van Delft Featuring Marsha Jive/PAT	98																																																																																								
50	42	42	1	THE WAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Angel Jive/PAT	50	99	65	1	1	ANGEL O (L.A. Reid/Andre Harrell/Don Ford)	10611	Lionel Richie Jive/PAT	99																																																																																								
51	43	43	1	THE WAY (L.A. Reid/Andre Harrell/Don Ford)	10611	Angel Jive/PAT	51	100	65	1	1	ANGEL O (L.A. Reid/Andre Harrell/Don Ford)	10611	Lionel Richie Jive/PAT	100																																																																																								

Honky-tonk

Continued from page 1

music's early 1990s boom, the national club circuit of 500- to 1,000-capacity country venues has now been drastically reduced.

"Obviously, there are just not as many clubs that feature national talent as there were five or even 10 years ago," says Tony Conway, president of Nashville-based booking agency Buddy Lee Attractions. "They kind of popped up everywhere back in the 1990s, with one pretty much in every city. Right now, it's probably down to two to four."

"I would say there are probably fewer than 30 to 40 clubs in the U.S. that would use a \$10,000 country act," Conway continues. "At one point, there were a couple hundred."

In their place are deep-pocketed casino talent buyers on one side and smaller, low-paying alt-country "joints" on the other. Those acts that play one type of venue usually don't play the other, and routing for a certain segment of acts is tougher than ever.

"Touring now is quite different from when I started 15 years ago," observes Audium Records singer-songwriter Dale Watson. "Honky-tonks are virtually gone, and what has taken their place is the alternative music room."

The country club scene thrived as recently as a decade ago, with a wealth of young talent and a burgeoning country-radio market creating the scene. In the early 1990s, we could do no wrong," says Mark Easterling, talent buyer for a dozen or so nightclubs to 2,000-capacity country venues located primarily in Texas, including Midnight Rodeo, Dallas, and Wild West. "But talent was also very affordable then, whether it was because of label support or lower production costs. We could get Brooks & Dunn for \$3,000."

Today, a viable coast-to-coast country nightclub circuit is virtually nonexistent. "It's been that way for the past five years," notes Bobby Roberts, agent for such acts as John Anderson, Merle Haggard, Wayne Jennings, and Eric Heatherly. "It seems there are far less honky-tonks or nightclubs buying country music. Do I miss it? Absolutely. It works against developing artists and those that are past the apex of their careers."

Easterling says that, around the time the clubs were closing, he was buying one name act every three weeks or so to one per quarter. "We went through quite a drought, because we couldn't afford [the talent]."

TRUE HONK

George Jones played honky-tonks when honky-tonks were still honky-tonks. "Oh, my goodness, we played those real knock-down-drag-out honky-tonks," Jones says. "he recalls. "Then we graduated to what they call ballrooms, which were really nothing more

than bigger honky-tonks."

Honky-tonks exist now in name only. Watson says with more than a hint of bitterness. "What has taken the [honky-tonk] name are the meat market, Village People, rap music, fern country, line-dance bars. Given my druthers, I'm much more at home in the bare-bones, often rank-smelling alternative rooms. At least they have heart and soul."

It's a feeling other artists share. "I like that Beale Street situation, all grime and greasy where you dump an amp on stage and go," Heatherly says. "Magic happens on nights like that, in places like that, without time and set-list restraints."

Under-the-radar clubs are booking acts that are likewise under the mainstream country radar—such acts as Watson, Dallas Wayne, the Bastard Sons of Johnny Cash, and Red Meat. Among

try talent became cost-prohibitive in the second half of the 1990s.

"The scene has absolutely fallen off, and I would say it's partly Nashville's fault," Easterling says. "It tells agents all the time, when they can triple an act and quadruple in price, who wants them?"

That's a charge some agents won't deny. "I think they're right," Conway says. "Part of the problem is that in the early '90s, everybody had a club, and they all wanted to book everybody. It was a supply-and-demand issue."

"The next thing you know, a lot of clubs were paying \$7,500-\$15,000 for acts that couldn't sell tickets," Conway continues. "A lot of them thought they were going to be losing money, you're going to start doing something different or go out of business."

Greg Oswald, VP of the William Morris Agency in Nashville, agrees that costs have gone up—for everybody. "Ten years ago, \$3,500 was break-even for a club-level act, and that includes the band, bus, hotels, and everything. Now it's \$4,500-\$5,000 for the same things, and that's nothing more than 3% inflation. I bet the clubs charge \$3% more for beer, and they should for everything they sell. We all have to work within this framework."

Many acts may love playing the small rooms, but it's tough to make a living playing them exclusively—even if there were enough to go around. When expenses reach a certain level, acts need either higher ticket prices or larger capacity to make money, and many traditional honky-tonks, with some notable exceptions, offer neither.

BREAK EVEN

"If you have an act on tour with a bus, \$10,000 per week, \$1,000 per show, you're not breaking even," Roberts says. "There are acts out there riding around in vans whose overheads are manageable, and they will play one way or another. The band members all work for themselves; they don't have to have a new Prevost [tour bus]. But once you get a major record deal, it changes. I can't put John Anderson in a 300-capacity nightclub."

Clubs are a better venue for breaking artists into casinos. Conway says. "It's much better playing clubs for developing acts. If we're going to develop new superstars, we've got to get them in vans and motor homes to build a following, playing the clubs again and again, until they sell them out and move up to the next level."

Name acts that play honky-tonks for less money often have to work them in between better-paying "anchor" dates. "We route the best of the best clubs around the country on val's and other dates," Heatherly says. "I love reaching the masses, but at these festivals, with six or eight acts, we only get 20-30 minutes usually. When I get in those clubs, I think to myself, 'I got into this thing in the first place.'"

The motivation, for a honky-tonker, is not always money.

"Money?" Watson asks. "Well, it's not pretty, and it's hard to make a tour work, but luckily merchandise and the all-important anchor date make it possible to make a living. Of course, my key to meeting payroll and paying my own bills is living within my means, which means I'm Joe Sixpack."

WHERE DID THEY GO?

If the traditional country music honky-tonk is going the way of the dinosaur, the question is, why? The answer is certainly not because there aren't enough acts to play them.

"I get a lot of calls from agents in Nashville wanting dates," notes Conway. "Tulsa-based talent buyer for a half-dozen country clubs in Oklahoma and Texas. "There are not enough clubs to go around for all the acts that need to be working."



'I like that Beale Street situation, all gritty and grasy where you dump an amp on stage and go. Magic happens on nights like that, in places like that, without time and set-list restraints.'

—ERIC HEATHERLY

even on the bar and then make money on the bar."

Will Freeman, GM/talent buyer at the 2,000-capacity Wildhorse Saloon in Nashville, says club buyers that depend on ancillaries for profit are setting themselves up for a disaster. The Wildhorse books anywhere from 25 to 60 name acts annually and sets no budgetary boundaries for talent, as long as they can make it pay.

"You have to think like a promoter," Freeman says. "If you're why some clubs are failing. There is a common misconception in the business to think that food and beverage revenue will offset any losses at the door. If you think like that, you're setting yourself up for a disaster. You should run a good food and beverage operation, but that shouldn't come into the mix when you're booking talent."

Midnight Rodeo buyer Easterling agrees, adding that if a act sold and bar profits go hand in hand, with little margin for error. "If you get killed at the bar and killed at the door, you don't have a job very long. And you don't have a job very long, either."

As to why fewer honky-tonks are around today, Proctor offers, "People are going somewhere else for their music."

Freeman at the Wildhorse adds, "The talent business is difficult. If you think you're going to do it, you'll fail. It's a full-time job."

Artists, too, need to know their limitations—not just what they can sell, but whether their act will work in a club setting. "I would say if you're going to do it, you have to act in that kind of [club] environment, because you don't have any drum loops, sound and lights, or smoke to hide behind," Heatherly says. "You'd better know your stuff in those small clubs, or people will usher you out the door if you're not happening."

The good news is that there may be a honky-tonk revival of sorts on the horizon, largely fueled by a burgeoning Texas/Oklahoma music scene heavy on two-step and dance. "We've been wonderfully successful with regional acts like Charlie Robison, Robert Earl Keen, Cross Canadian Ragweed, Jack Ingram, Grand Divid, Pat Green, and Co.," says Easterling. "These acts are an incredible college draw."

Indeed, Texas is one region where true honky-tonks remain, including the venerable Gruene Hall, a 500-capacity dancehall built in 1878 that has thrived on everything from badger fights to Ernest Tubb and Garth Brooks.

Owned by Mary Jane Nalley and Pat Molok for the past 26 years, the place has weathered everything from badger fights to cookie-cutter slams. Today, this hallowed honky-tonk packs the house with such acts as Willie Nelson, Keen, Alesha at the Wheel, and Robison.

But, keep a lot of main-stream country talent," Nalley notes. "Maybe that's why we have survived."

Continued from page 1

As wary of corymbrianism as he is of trendy futurism, Whitley has always followed the spirit rather than the letter of his heroic exemplars from the likes of John Lee Hooker. Yet the digital beats and electronic atmospheres of *Rocket House* still take on a sepio tone, so that the new single, "To Joy (Revolution of the Innocents)," seems simultaneously down-home and downtown—much like the man himself.

As someone who has felt both the embrace and the backhand of fickle fate, the soon-to-be 41 Whitley appreciates his current position. A lesser figure might still have a failure of faith or nerve on the corporation's part, but Whitley says of his break with Sony, "Any failure to get across—or succeed—in the past was just as much due to my own mixture of insecurity and vanity, which I've dealt with in recent years."

After the relative commercial disappointment of his edgy, ambitious *Work/Sony* follow-ups to *Living With the Law*—1995's *Din of Ecstasy* and '96's *Terra Incognita*—Whitley regained his footing by linking with New York boutique label Messenger Records and German indie Uffione for the rough-hewn *Dirt Floor*, a solo set recorded in a single day, and the subsequent *Live at Marjorie's*. Messenger launched an innovative grass-roots campaign on behalf of Whitley, selling as many copies of *Dirt Floor* as Sony did of *Terra Incognita* (Billboard, March 14, 1998, and Jan. 30, 1999).

Last year, Whitley released *Perfect Day* via Valley Entertainment in the U.S. and Uffione in Europe, which saw him set down sublime interpretations of influences from Howlin' Wolf to Jimi Hendrix (see discography, next page). And the roots and avant-garde-minded rattle-and-hum on *Rocket House*—and the initial furors of Whitley's fondness for European electro-pioneers, cultivated during years living in Belgium—can also be heard on two new live recordings: drum-machine-fueled covers of Kraftwerk's "The Model" (heard on the European edition of *Dirt Floor*) and of James Brown's "I Can't Stand Myself" (from a Brown tribute disc, on Zero Hour).

BUILDING A 'ROCKET HOUSE'

The studio credo for *Rocket House* was to "make a soul record with studio technology as part of the 'thing process,'" Whitley explains. "I wanted to use technology in an organic way, without irony or post-modernism. And I wanted to write lyrics in response to these new sounds we were getting."

Whitley's chemical palette retained Whitley's characteristic blue hues and bent notes alongside the new beats and beats. The graceful keenness of Whitley's voice and the guttural rasp of his slide guitar are still prime attractions, although the

disc's sonic palette draws from Whitley's guitar-synth and substantial rhythmic/textural contributions from producer/drummer Tony Mangurian, DJ Logic, and keyboardist/arranger Stephen Barber.

In seeking to balance his usual shadows with more sanguine tones, Whitley found an ideal partner in producer/drummer Tony Mangurian, DJ Logic, and keyboardist/arranger Stephen Barber. Produced and engineered all of Luscious Jackson's albums. After the hip-grinding single "To Joy," sure-fire follow-ups will come with the widescreen pop songs "Radar" and "Say Goodbye," which Whitley co-

"No one sees me as pop—but I feel that way sometimes," Whitley says. "Even though Tony loves Led Zeppelin, he's a real pop-head. We pulled each other in each other's direction—me trying to break it out of the straight pop mind-set and him trying to get me to be vulnerable enough to sing a big, unabashed pop tune."

Mangurian—who first met Whitley when both were managers on New York's Blackster Street, with the former living above it and the latter busking on it—says he hoped to change the general perception of his partner with *Rocket House*. "A lot of people know Chris as this incredible guitarist, but I wanted to help show that he is just as good a singer and songwriter."

In a compliment to Mangurian, Whitley says, "I'm proud of a lot of individual moments in my really new album, but the new album is the first one where I can say that I'm totally proud of it. The process was challenging but sane, and the values are there—honesty, namely. It really doesn't sound like it was made on computers, even though it was."

Rocket House—which goes beyond the emotive pop of "Radar" and "Say Goodbye" to include the off-kilter rock of the title track and the new-millennium blues of "From a Photograph"—also benefits from several guest players, particularly the pervasive harmonies and vamps of former Beach Boy and longtime Rolling Stones backing vocalists Blondie Chaplin. Dave Matthews contributes guitar and vocals to "Radar," to which Bruce Hornsby also adds a brief live recording. And keeping a tradition that goes back several albums, Whitley's 14-year-old daughter, Tricie, sings on two tracks.

Whitley launched *Rocket House* last July via a 17-date major-market U.S. tour. The second leg of his stateside tour follows Sept. 10-Oct. 13, with a trek scheduled for Oct. 25-Nov. 17 in Europe (where *Rocket House* has been licensed to Uffione, run by the Berlin-based promoter Ulf Zick). As evidenced by a sold-out gig at New York's Bowery Ballroom, on drums plus DJ Logic, bassist Heiko Sauer, and keyboardist Stephen Barber, Whitley's transcribed the studio-dubbed songs ideally, adding grit to the grooves onstage.

Monte Peninsula Artists' Kevin Daly, who has been Whitley's U.S. booking agent since 1997 (for

Europe he is booked by Paul Boswell at London's Free Trade Agency), says that the singer has been "doing better business than ever" on the 500- to 800-capacity top club circuit. With radio picking up on "To Joy" and strong singles to follow, the next U.S. outing will take in additional markets.

Whitley hit the road to support each of his indie projects (including 100-plus dates in 1998 and '99) and Daly says, "It's never been hard to book Chris because people recognize that he's a great career artist." Still, excitement has heightened since the ATO release is benefiting from distribution by BMG and the single is garnering airplay. Moreover, ATO's tour support has been "phenomenal," Daly adds. "From top to bottom, they've helped me do my job. They're not throwing money in the wind—"



'I feel more passion for Chris Whitley's music than I do for my own. My music I'm critical of. But I have a fervent, religious devotion to the magic that Chris makes.'

—DAVE MATTHEWS,
ATO RECORDS

they're just doing it right. And you can tell that they're not just relying on one song. It feels like a three-year plan instead of a three-month thing. It's refreshing."

FRIENDS AND FANS

Whenever Whitley talks about his pilgrim's progress in the music business, he always stops to credit his "guardian angels"—such as Monterey's Daly and Warner/Chappell senior VP of A&R Kenny MacPherson. (Whitley's songs are published by Siete Leguas Music/WB Music Corp., ASCAP.) The artist says MacPherson and Warner/Chappell have "at times supported me beyond business, beyond the call of duty."

MacPherson says, "Chris has gone through some tough times in his life, personally and professionally.

And because we believe in him as an artist—more than that, as a human being—we're proud to have been able to help him financially and spiritually when he's needed it. Now, I don't know if he's ever going to be a platinum-selling artist. But, thankfully, my bosses have always backed my belief in Chris. And compared to the love I've had from the film and TV people promote his music, the international department looks out for him."

"Because of his unique talent and the kind of person he is, Chris has always had people devoted to him. I don't think he's ever added to the same lawyer [Elliot Groffman], business manager [David Feinstein], and road manager [Ken Helie] for years. He had Brandon Kessler at Messenger, and now there's ATO, who are doing so much."

The New York-based ATO was founded two years ago by Matthews, the Dave Matthews Band's manager Coran Capshaw, and associates Michael McDonald and Chris Tetzeli. Tetzeli also co-manages Whitley in the U.S., via the Charlottesville, Va.-based Red Light Manager. (From New York, co-manager Pati Devries represents Whitley for Europe.)

ATO possesses indie A&R spirit but major-label support, with manufacturing and distribution by BMG. (BMG label RCA is the Dave Matthews Band's longtime home.) The combination has proved potent so far: ATO's first artist achieved platinum-plated success, David Gray, with his ATO/RCA disc *White Ladder* (the follow-up being *Lost Songs* 95-98). Success with Gray has not only earned ATO trust from BMG but respect at radio and retail.

As for ATO's raison d'être, Matthews says, "We want to sign people that we feel obligated to, not that we can get something out of or exploit. We just want to help bring the music into existence and help others hear it. Doing that for us is a religious mission, a kid, sitting with the stars was a little bit of a favorite of mine, and I met with it at a club in New York way back then and eventually hit it off. So when we started ATO and heard he was looking for a label, it was just a matter of time."

"Chris is an example of one of those things that appeals me about the record industry—and, unfortunately, it is an industry," Matthews adds. "That is, how could a talent like Chris go relatively unnoticed? So few singers have their own personality, and Chris is his own man to the bone. Honestly, I feel more passion for his music than I do for my own. My music I'm critical of. But I have a fervent, religious devotion to the magic that Chris makes."

Both Matthews and partner Tetzeli point out that ATO's strategy for its artists revolves around patience and perseverance. "Chris, if *Rocket House* falls on deaf ears, it's through no fault of the music," Matthews says. "But if there's any way I can help this record, I say yes. Our way is to start out small and personal. And RCA

isn't looking over our shoulders. If later it seems appropriate to bring him the unstoppable force that is BMG, then we'll let him know. We get the armor on it so that when bigger, less-subtle hands get involved, they won't do damage."

According to Tetzeli, *Rocket House* shipped 25,000 copies (charting at No. 55), an encouraging number given that Whitley's best-selling albums after *Living With the Law* (which has sold nearly 160,000 copies in the U.S., according to SoundScan) are *Din of Ecstasy* and *Dirt Floor*, at just under 100,000 copies each. Tetzeli credits ATO's partnership with BMG Distribution—specifically noting president Pete Jones and head of distributed labels Bob Morelli—for the record's retail presence.

ATO's good will with the mom-and-pop shops and regional chains that are part of the 74-member Coalition of Independent Music Stores has been key so far, with listening-station and in-store play programs the emphasis—especially in tour markets. The label has teamed with BMG to identify the most effective co-op programs and to develop campaigns with such national chains as Tower, Barnes & Noble, and Borders.

ATO's got a street team of a few thousand people, about 700 of whom are dedicated to Whitley. Before the release of *Rocket House*, ATO sent out MP3 files of "To Joy" and "From a Photograph" to its street team, who used the files to spread the message word of mouth. The street team also sends back word on appropriate lifestyle outlets to which ATO can send posters and CDs for in-store play.

For press relations, ATO has contracted with the New York-based Little Big Man. In June, the label launched chriswhitley.com, which joins the fan site newmachine.com (and messengerecords.com, as it continues to promote Whitley). In promoting "To Joy" to radio, ATO has enlisted the help of Koko Kisko, N.Y.-based triple-A specialist firm Songlines, as well as Michelle Clark Promotions and Kevin Stutter of Tazmo Music. Selected modern rock and active rock stations are on the future list for "To Joy" and Tetzeli says subsequent singles "Radar" and "Say Goodbye" will be worked to multiple formats.

ACROSS THE COUNTRY

In addition to the likes of Dave Matthews and Alanis Morissette (with whom he has toured), Whitley has made allies in the trade across the globe. A peripatetic youth and constant touring means that he has connections from the Southeast and the West Coast to New England and continental Europe.

Austin, Texas, is one of three cities he considers a "hometown" (the others being New York and Gent, Belgium, where his daughter, Tricie, lives). John K. Waterlor Records in Austin, says, "A lot of our us here have had a love affair with Chris since *Living With the Law*, and there was a wonderful

(Continued on next page)

Chris Whitley On Record: The Road To 'Rocket House'

Living With The Law (Columbia, 1991). Produced by Malcolm Burn. One of the all-time classic debuts, Chris Whitley's *Living With The Law* mines romance and regret, beauty and brooding in a vein of archetypal Americana, staking out frontiers not only of geography but of emotion. Cinematically produced, the album features fine detail players from the Daniel Lanois circle, but the focus falls firmly on Whitley's falsetto and the rustic virtuosity of his National steel guitar. Atmospheric titles like "Big Sky Country" and "Dust Radio" set the overall tone, but it's the high-noon drama of the title track and the acute introspection of "I Forget You Every Day" that see the singer/songwriter reaching beyond the picturesque.

Din of Ecstasy (Work/Sony, 1995). Produced by John Custer, Chris Whitley, and Dougie Bowme. The four-year gap between *Living With The Law* and Whitley's sophomore essay sounds more like 40. With a melodious car-wash redolent of power trios from Cream to Nirvana, the aptly titled *Din of Ecstasy* found Whitley new hard-rock fans, even as its mix of existential pain and poetic noise put off listeners more attuned to the hard-boiled bellow of his debut. More than any genre bound set, this brazen masterpiece dragged urban blues screaming into the late 20th century, conflating the spirits of Elmore James and Kurt Cobain with riveting highlights like "Narcotic Prayers" and "Guns & Dolls," and "O God My Heart Is Ready."

Terra Incognita (Work/Sony, 1996). Produced by Chris Whitley, Robby Whitby, Mark Howard, and Dougie Bowme. If marginally less volatile than *Din of Ecstasy*, the troubled, troubling *Terra Incognita* is also less focused. Yet Whitley's final Sony album showcases some compelling raw-boned songs and live-wire playing, as the six-string squalls of "Gasket" and "Clear Blue Sky" and haunted psalms in "Cool Wooden Dreams" reveal his sound still combusts at the crossroads of Hendrixian drama and Delta soul.

Dirt Floor (Messenger Records in the U.S.; Ulfone Music in Europe, 1998). Produced by Craig Street. After leaving

Sony, Whitley retrenched with these settings of spare folk-blues verse recorded solo in one day in a Vermont barn. Among the gems are the high-lonesome title song, the evocatively titled "Scrapyard Lullaby," and the banjo-driven Appalachian moan of "Belpen Hammer." The European version of *Dirt Floor* includes a home-hewn, counterintuitive cover of Kraftwerk's "The Model," as well as live versions of the title track from *Living With The Law* and "Alien" from

low, though, these are songs of the lovelorn; sweet adoration is here and sexual healing, too, but just as often it's gut-wrenching, mind-bending obsession. The choices reflect Whitley's key influences—Bob Dylan ("4th Time Around"), Jimi Hendrix ("Drilling"), and unreconstructed, low-voice blues (Robert Johnson's "Stones in My Pathway," Muddy Waters' "She's Alright"). The true winners, though, are in the wild cards—Whitley's beat-haze rhapsody on the Doors' "Crystal Ship" and the front-porch romanticism in his take on the Lou Reed song *Italo*.

Rocket House (ATO Records, June 2001). Produced by Tony Mangunian. *Rocket House* represents a rapprochement between the two sides of Chris Whitley. For those in thrall with the ragged glories of Whitley's solo shows, the septa-toned quality of *Rocket House*—however studio-crafted—won't disappoint. Yet the new album should also thrill those who've waited a decade for more of the soaring, open-ended artistry intoned on *Living With The Law*.

The first single, "To Joy (Revolution of the Innocents)," is an ideal calling card, as it boasts a bawdy, banjo-fueled groove and an unlikely melding of blues melancholy and pop optimism. Upning this ante further on the pop end are the achingly lyrical "Radar" and "Say Goodbye," both of which Whitley co-wrote with producer/drummer/bassist maestro Tony Mangunian. Keyboardist Stephen Barber and DJ Logic supply some of the electronic finesse in this new soundscape, but the heart of the album remains its music, and in that model swings a bit. The electro-rock title tune and hinds track "Shadowland" stomp like short-circuited androids run amok. More characteristic are the minimalist beats and luminous ambience of "Something Ain't," which brings *Rocket House* to ground on a spellbinding, spirit-arising note.

BRADLEY BAMBARGER



Terra Incognita (the latter featuring his daughter, Tricie, then 10 years old, on harmony vocals).

Live at Martyrs (Messenger/Ulfone, 2000). Produced by John Augla. Whitley howls at the moon, with just his axes, rhythmic boot, and an audibly appreciative Chicago audience for company. Several numbers from *Dirt Floor* and *Living With The Law* are included, as are "Narcotic Prayer" from *Din of Ecstasy* and "Gasket" from *Terra Incognita*. A highlight, though, is Whitley's rendition of "The Model," in which his expressive sotto voce and clanking banjo tread the satiric touch-pop original into elegiac social commentary.

Perfect Day (New Machine/Valley Entertainment in the U.S.; Ulfone in Europe, 2000). Produced by Craig Street and featuring Whitley live in the studio with bassist Chris Wood and drummer Billy Martin of jazzers Mekesi, Martin & Wood. Far from your usual collection of covers, the moody *Perfect Day* cuts to the heart of the love song in blues and rock, as well as to the informing values of Whitley's art. More than songs of

tragedy. The demos were sometimes better."

Cassandra Wilson producer Craig Street helmed fan favorite *Dirt Floor*, and he "proved to be a great editor," Whitley says. "And the treatment went beyond traditionalist to primitive." And with *Live at Martyrs*, Whitley's favorite moment is the blues-inflected cover of "The Model." He says, "The coldness of the original was almost sensual, and the banjo can be almost as cold as a syringe."



Regarding the covers set *Perfect Day*, Whitley the inveterate Dylanologist singles out "4th Time Around" and "Spanish Harlem Incident," as well as Lou Reed's "Perfect Day," as favorites. But there are also his atypical treatments of Delta blues, of which he notes, "The blues really isn't a form of music—it's a state of mind, a trip."

Although fully aware of his capabilities as a musician, Whitley is a deeply humble man, always cognizant of the standards set by his peers and predecessors. As he sat

with this writer outside at a side-street cafe in a corner of Manhattan's West Village that has been Whitley's neighborhood for more than a decade, it was apparent that he considers each admirer and well-wisher who comes up, known or new, something of a gift.

"What I came to terms with by making some small indie records and meeting other people who work in that way is that, hey, if a record doesn't do blockbuster numbers, then that's OK," Whitley says. "Even if ATO doesn't want me anymore, I could move to Santa Fe, make little records, advertise them on a Web site. I could even get a job to give the records away. I feel more comfortable with my place in the culture now and the fact that I don't have to fear the cool police of this cult of youth."

Soon, Whitley plans to leave New York for Europe again, specifically Dresden in the former East Germany, where he has a new girlfriend and where he finds the "reality check" of the inherently more politically engaged culture conducive to art for art's sake.

Whitley is used to change, though, having moved around a lot as a youngster. His father, who has long lived close to Chris in the West Village, was a commercial art director and motorcycle devotee (for whom

Chris raced bikes when he was a kid and whose former Vermont barn-bum-bike shop served as the venue for recording *Dirt Floor*); his mother is an artist who lives in Texas.

Musically, though, Whitley has been approving of the "good old" days of albums going forward. And it's a home he values. "Out there," he says, "I'm mostly words and pumps—and I'm not attracted to either," he says. "Really, a lot of people seem to be disapproving of the 'good old' these days, but they're not desperate enough to do anything about it."

"More and more, it seems that people in the record industry don't trust their own instincts," Whitley confesses. "I feel about guys and journalists to musicians, they lack the courage of their own convictions. But Dave, Chris, and everybody at ATO follow their instincts. They're doing something honest and brave, and I feel nothing but respect and faith from them."

On that note—and seconding the emotions of Mandelstam, Tzetzeli, and company—Warner/Chappell's MacPherson posits why what another executive might see as a risk, they see as an opportunity: "I believe there's a place for truly creative artists like Chris in the music industry—there has to be. Or I and a lot of other music lovers are in the wrong business."

Whitley

Continued from preceding page

renewal with *Dirt Floor*. With *Rocket House*, we're not doing well, selling about a 30-piece box every week. [Triple-A outlet] KGSR here has been playing 'To Joy' and 'Radar,' and we saw a definite sales bump after he played here recently. Things are looking up for him, I think—and since he's kind of an underdog, everyone here is really rooting for him."

Beyond KGSR, more than a dozen commercial and noncommercial triple-A stations have aired "To Joy," ranging from WFUV New York and WXPX Philadelphia to WRLT Nashville and KBAC Santa Fe, N.M. While on tour recently, Whitley played five songs for a mid-August installment of *WXPX's World Cafe*, which is syndicated to 175 stations.

Another station playing "To Joy" is rootsy triple-A KTHX Reno, Nev., whose music director, David Herold, appreciates that "Chris is one of those uncommon artists who evolves with each record—he isn't afraid of new directions." Herold adds that KTHX has played tracks from nearly every Whitley album, including "Scrapyard Lullaby"

by "from *Dirt Floor* and the cover of the Doors' 'Crystal Ship' from *Perfect Day*. Some of the most enthusiastic response to 'To Joy' among listeners has been from those who don't even know who Chris Whitley is." Herold says, "They just love the sound of the song. And, me, I hope that its acoustic-electronica sort of vibe becomes a new trend."

MOVING ON

Looking back on his catalog, Whitley muses on the different circumstances surrounding the records: "The songs on *Living With The Law* were fatalistic, hopeless—my marriage was breaking up. I was working in a factory in my late 20s. But desperation can make for a good impetus for writing songs."

"Around *Din of Ecstasy*, too, was a hard time—drinking too much, too many people around me who were afraid to tell me what they really thought. I wanted to see like Hendrix or Cream or Led Zeppelin, but no jamming. Some of that worked, like 'Narcotic Prayer' maybe, but it wasn't as acid rock as I had hoped for. By the time of *Terra Incognita*, the label had no faith in me. Some of the songs were good, I guess, but the recording process was too pro-

Licensing

Continued from page 1

next 30 to 90 days, start-up PullAudio is thus far the only subscription business—independent or label-backed—used to have licensing agreements in place with any major publishing organizations and to have ongoing rhetorical and contentious negotiations between publishers and record companies over the issue of publishing rates in the digital realm—and whether they should be compulsory or negotiable. And the negotiations will be reached anytime soon.

Vivendi Universal vice chairman Edgar Bronfman Jr. told attendees of the Plug In conference July 24 in New York that there is "healthy debate" in the legal community over compulsory licensing and whether publishing licenses are required up front in order to launch a subscription service. He expects Pressplay, a joint venture controlled by Universal Music Group (UMG) and Sony Music, to launch in the first half of September (see story, page 10).

Meanwhile, RealNetworks CEO/MusicNet interim chief executive Rob Glaser—who in testimony before Congress has called publishing rights "the most significant potential impediment to launching great subscription services"—told attendees of the confab, "I don't think publishing issues will delay the launch of the MusicNet service." MusicNet is also set for an end-of-fall debut.

On the other side of the licensing debate stands the National Music Publishers' Assn. (NMPA). CEO, Edward P. Murphy. "If [the labels] control the repertoire that they want to use, a service can't be launched," he says. "If they want to initiate a service on product and music that's controlled by the publishers that we represent, then they need to negotiate. And they haven't."

'A HAMMER IN ONE HAND'
EMI Music Publishing CEO Martin Barter, for one, thinks the current debate is as much about posture as anything. "A lot of it is a negotiating ploy," he says of the situation. "That's consistent with the manner in which record labels sometimes like to negotiate: with a hammer in one hand."

Yet the chief executive of another publishing house termed the negotiating tactics of the labels as a "combative, almost destructive approach. There are some parties that don't want to strike a deal."

That said, publishers have not been afraid to negotiate with a hammer in one hand, either. Music publishers filed a copyright-infringement suit against UMG at the end of last year over an on-demand streaming service offered briefly through Farmclub.com. NMPA's Murphy never won his time, but he did win others in having some special authority to engage in unlicensed use of copyrighted musical works.

UMG counters that it was already paying royalties to publishers for music associated with the service.

Should MusicNet and/or Pressplay launch without publishing licenses, some in the digital-music industry expect the publishers to counter with suits similar to the UMG/Farmclub complaint.

Murphy, for his part, isn't commenting on the potential response of any NMPA members: "Let's see what they do."

NEW BUSINESS MODELS

Complicating matters is that the economics of the new subscription services—which center around on-demand streams and downloads for rent—are vastly different from the traditional CD business.

"The business model is a little bit different in this kind of service," says EMI VP of new media David Cohen of services like PullAudio. "You're accessing a service for less money.EMI recently cut a sound-recording rights deal with PullAudio, making it the first major to ink an agreement with a service outside of MusicNet or Pressplay."

SUHOON

The same holds true on the publishing end. PullAudio president of music services James Glicker says, "The problem with digital is it's not mechanical and it's not a performance—it's something else."

In certain cases with PullAudio—which has publishing agreements with EMI and BMG—initial royalties paid under its deals are expected to be less than the 7.55 cents per track paid for publishing on the average CD. On the other hand, because PullAudio intends to offer tracks for download on a monthly rental basis, the publisher will be paid each time access to a track is renewed.

"We aren't talking about a [download]," says BMG Music Publishing chief Nick DeLuca. "We're talking about proprietary technology based on a different model."

Bandier adds, "I think, at the end of the day, the deal with PullAudio will give a lot of credence to the position that the music publishers have taken with respect to what the fair and equitable value of the creators of the music and the songwriters is to a subscription service."

But while the PullAudio deals with EMI and BMG indicate that service providers and publishers are capable of finding a feasible framework on which to plan for the future, it's not clear that don't leave the desktop—the company is not allowing users of its service to transfer music files onto blank CDs—that may be the only sign of progress at this point.

Some in the digital-music industry

try argue that the rights societies' positions on licensing are largely driven by the desire of each organization to protect its royalties from being collected by others groups in new business models.

When a song is sold as a recording, the NMPA licensing arm—known as the Harry Fox Agency—collects the royalty. When a song is performed publicly in a concert or radio broadcast, BMI and ASCAP collect the royalties for songwriters and publishers.

PullAudio is still at odds with BMI and ASCAP over whether it has to cut separate deals with them, too, in order to secure the performance royalties. The company contends that there is no broadcast in a download.

Representatives for BMI and ASCAP counter that there is, in fact, a performance royalty to be paid for digital downloading. Chris Armenta, CEO VP of the Enterprises Group at ASCAP, says, "We don't distinguish between streaming and downloads, because we deem both are public performances in most cases."

BMG's Pirih notes that "performing rights are not included in our license, and any such service has to get performing rights."

There's the rub—and it gets all the more complicated in the arena of Webcasting and on-demand streaming. Webcasters and their trade group, the Digital Media Assn. (DIMA), have long been at odds with songwriters and publishers over what the major labels are only now getting a taste of—rights societies making claims for performance and mechanical royalties in digital transmissions.

As DIMA executive director Jonathan Port argued in a recent interview with *Billboard*: "Webcasters believe that songwriters need to be paid full-value royalty whenever their work is digitized and streamed. It is a performance and implicates only a performance royalty, and a download is a reproduction and implicates only mechanical royalties."

On the other hand, Murphy maintains that streaming music and is interactive, it has a large capability, or probability, of displacing a record sale. Therefore we're entitled to a payment."

EMI's Bandier expresses a similar sentiment. "These are all the production rights," he says. "In addition to the performance of the recording, there is also a reproduction aspect that needs to be compensated. If there is any contention on the part of the major record companies, it really relates to that. But we feel very strongly that this is both a mechanical and a performance right."

COMPULSORY LICENSE CALLS

With publishers now going after UMG in court over the Farmclub streaming subscription service on grounds similar to Universal's suit against MP3.com, the outcome of the suit could result in major reverberations for the economics of MusicNet and Pressplay. Both companies are planning to offer on-demand streaming features as part of their services.

Certainly, losing to the publishers doesn't pose an attractive proposition to the labels if history is any indication. When Harry Fox settled its suit against

MP3.com's streaming locker business, publishers cut a deal that allowed them to collect more than what they normally get for mechanical royalties: 10 cents per track, plus another quarter cent for every temporary "buffer" copy made associated with the process of streaming a song over the Internet.

Record companies and digital-music service providers, however, are already dipping on fees from the rights societies, are in turn calling for regulation of digital-publishing licenses and rates.

"If we are not able to quickly resolve these licenses around the negotiating table, then I believe it will be necessary for Congress and the Copyright Office to step in and streamline music licensing," Glaser told Congress back in May. Whether or not such intervention will actually take place remains to be seen.

At Plug In, officials from DIMA and the Recording Industry Assn. of

America (RIAA) continued to dance around whether a deal is in the works for joint support of a proposed bill to amend the Digital Millennium Copyright Act. The bill would make it easier for Webcasters and other Internet music firms to do business. In a panel on legislation and digital rights, the DIMA's Potter and RIAA senior VP of government relations/legislation counsel Mitch Glazier acknowledged talks over "common interests" but denied the existence of a deal (*Billboard Bulletin*, July 19).

In the meantime, the fall-launch target for MusicNet and Pressplay draws increasingly closer, with resolution in sight. Pressplay CEO Andy Schoun says he is hopeful that publishing issues will be resolved, but acknowledges that they remain a potential roadblock for the time frame of the service's launch. "The only thing that will slow us down is something out of our control—like publishing."

NEWSLINE...

The European Union (EU) and the U.S. reached a "procedural agreement" in their dispute over nonpayment of royalties to European artists by U.S. retailers and bars and restaurant operators. After World Trade Organization (WTO) panel found last year that the U.S. Copyright Act—which exempts most bars, restaurants, and shops from paying royalties for the music they play—does not respect the rights of musicians, as spelled out in the Trade in Intellectual Property Rights agreement. The U.S. government has now agreed to negotiate a deal with EU representatives to compensate the European music industry for lost royalties. The payment amount will be determined by independent arbitrators. Under the agreement, the parties have until the end of the U.S. Congressional session, which could be as early as October, to reach a deal.

GORDON MASSON

Webcaster Radio Free Virgin (RFV) announced deals July 24 with both RioPort and MuchMusic USA (*Billboard Bulletin*, July 24). Under the deal with RioPort—which has digital-distribution deals with all five majors—RFV users will be able to purchase RioPort downloads of certain tracks and albums they hear on the Webcaster's 50-plus channels at the RFV store. Meanwhile, RFV is creating online versions of two MuchMusic TV shows: *Open Fresh* and *Mixtape Masterpiece*. RFV and MuchMusic are also launching a co-branded playlist with a buy button that links to the RFV store.

CAROLYN HORWITZ

Viacom posted second-quarter net income of \$16.7 million, or 1 cent per share, compared with a net loss of \$495.6 million, or 41 cents per share, in the same period last year, when it recorded a \$698 million charge from its acquisition of CBS Corp. Revenue rose to \$5.71 billion from \$5.67 billion last year. The last year's charge, which assumed the sales and an unspecified operating loss, attributed to the timing of new releases and the strength of the dollar relative to other currencies.

MATTHEW BENZ

Sony reports that for the first quarter, which ended June 30, its music business had operating income of 4.4 billion yen (\$36 million), compared with an operating loss of 5 billion yen (\$41 million) in the same period a year ago. Sales rose to 147.3 billion yen (\$1.19 billion) from 130.7 billion yen (\$1.06 billion). The company cited strength in its Japanese operation for the increased sales. The U.S. business, Sony Music Entertainment, recorded an unspecified decrease in sales and an unspecified operating loss, attributed to the timing of new releases and the strength of the dollar relative to other currencies.

MATTHEW BENZ

Vivendi Universal reports that Universal Music Group had second-quarter earnings before interest, taxes, depreciation, and amortization of 271 million euros (\$236.1 million), compared with 232 million euros (\$202.1 million) in the same period last year. The company does not break out net income or loss for its various business units. Revenue was up slightly to 1.54 billion euros (\$1.34 billion) from 1.53 billion euros (\$1.33 billion).

MATTHEW BENZ



New Book Captures A Century Of Great Pop

Coming in August from Billboard Books/Watson-Guptill is *Popular Song: Soundtrack of the Century* by Alan Lewens, an essential new book that chronicles the finest work in pop music.

Popular Song is a lavishly illustrated celebration of the greatest songs of the 20th century, highlighting works by legendary songwriters and performers such as George Gershwin, Irving Berlin, Richard Rodgers, Cole Porter, John Lennon, Carole King, Elton John, Stevie Wonder, Bob Dylan, and many others. The book also celebrates the producers, publishers, and arrangers who helped immortalize these great works. From the golden age of song to ragtime and hillbilly, blues and funk, rock'n'roll, punk, and rap, *Popular Song* presents the most influential sounds of the century.

Popular Song is also the companion publication to an eight-part television series with the same name to be aired on the Bravo cable network. The series debuts Aug. 12 with three episodes, to be followed by an episode each evening from Aug. 13-17.

Lewens has interviewed some of entertainment's biggest names and has been producing television arts programs on jazz, rock, blues, opera, and country for more than 20 years. Recently, he earned an Emmy nomination for a Nat King Cole program and directed three of the six programs in the *Naked Hollywood* series.

Also new from Watson-Guptill this summer is *The Beat: Go-Go's Fusion of Funk & Hip Hop* by Kip Lomell and Charles C. Stephenson Jr. *The Beat* is the first book to explore the musical, social, and cultural phenomenon of go-go music, which is closely related to funk and hip-hop. The authors chronicle the genre's development and ongoing popularity, focusing on many of its key figures and institutions.

Both titles are available wherever books are sold. For author interviews contact Lew Wiggins at 646-654-5455 or email wiggins@watsonguptill.com. For general information, visit www.watsonguptill.com.

upcoming events

Billboard/BET RAP Hip/Hop Conference & Awards
New York Hilton • New York City • Aug. 29-30, 2001
Billboard/Airplay Monitor Radio Seminar & Awards
Eden Roc Resort • Miami Beach • Oct. 4-6, 2001
Billboard Music Video Conference & Awards
Beverly Hilton • Los Angeles • Oct. 31 - Nov. 2, 2001
Billboard Latin Music Conference & Awards
Miami • May 2002

for more info: Michele Jacangelo 646.654.4660
bbevents@billboard.com

THIS WEEK@



COMING MONDAY: London-by way-of-Texas newcomer **Shea Seger** is turning heads with her RCA debut, *The May Street Project*, and the videoclip for the track "Clutch." The Billboard review will appear exclusively on Billboard.com.

Also reviewed online this week: **Precious Blood**, the new album from **Ghosts and Vodka** (on Sixgunlover); **Ascension** from rapper **Pep Love** (Hieroglyphics); and live performances by **Nell Diamond** and **James Taylor**.

News contact: Jonathan Cohen • jacohen@billboard.com

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FENUCCI

Frederic Fenucci has joined the Billboard Music Group as advertising account manager for *Billboard*. Based in the magazine's London office, Fenucci will manage sales for the Northern European and U.K. territories.

Fenucci is a seasoned sales pro with more than 10 years of experience working for major European media and entertainment companies. Most recently, Fenucci worked for Variety Inc., handling international advertising sales for *Variety*, *Daily Variety* (Gotham and Los Angeles editions), *eVariety*, and *International Film Guide*.

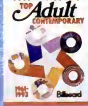
He has also held positions at Kays Publishing, Consolidated Television Distribution, and Senator Film International, where he worked as a marketing executive. Fenucci is a graduate of Southampton University, where he obtained a B.A. with honors in English. He also speaks fluent Italian, French and German.

Fenucci reports to Gene Smith, associate publisher/international sales, and Irwin Kornfeld, associate publisher/worldwide sales and VP of Billboard Music Group.

visit www.billboard.com

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